



# ■ spotlight

January 2011 Vol. 44 No. 01

## Changing Perspectives





**Roger Smith**  
President & CEO  
AIL & NILICO

## Take a Fresh Look

“There are some things one can only achieve by a deliberate leap in the opposite direction.” — Franz Kafka

A few weeks ago, I was sitting in a hotel room, working on some remarks I was to give the following day. Now, I'd been working on this speech for days. I tweaked it, and tweaked it some more, but no matter what I did, I still wasn't satisfied with it. There was nothing really wrong with it; it was just missing something, and I couldn't quite put my finger on it.

I decided the best thing I could do was to put it aside for a while. I talked to my kids. I ordered some food. I read the paper. I flipped on the TV and began to surf, stopping on the History Channel, where I found myself drawn to an unusual program.

Long before the Incas, there was this tribe in Peru that drew long, intricate lines along the desert floor. The lines were created by scraping away black rocks on the surface to uncover the sand below. This is one of the driest places in the world, and there's almost no wind, so the lines have been preserved for more than 2,000 years. The outside world didn't even know about the lines — they're called the Nazca lines — until the 1920s, when planes began to fly over the area, and the patterns became clear. Some of the designs are 1,000 feet across! Most of the figures are birds and animals, but one figure, called the Shaman, or Astronaut, looks like a guy in a space suit, with one arm raised as if he's waving. There was a movie in the 1960s called “Chariots of the Gods” that said the Nazca lines were evidence that Earth had been visited by extraterrestrials.

Whether or not you buy the “ancient astronauts” theory, imagine these fantastic, enormous creations in plain sight, literally underfoot and undiscovered for thousands of years. It took an altitude of a few thousand feet to see the lines as they were obviously intended to be seen.

Sufficiently fed and distracted by the story of the Nazca lines, I again picked up my laptop to work on my speech. It seemed... different. My original idea was still good, but I had been looking at it too closely. Once I took a figurative step back, I was able to take a fresh look and revamp my approach. Some parts I kept, some I changed, and others were deleted. I had a new angle — a different perspective — and my task was no longer daunting at all.

We all get “stuck” sometimes. We do things a certain way for so long, we no longer remember or question why, even when the methods or attitudes no longer work as effectively as they once did. This is true whether we're talking about a fitness routine, a relationship, raising kids, speech writing, or any of the many aspects of the sales process or a career in general.

What are you doing today that isn't quite cutting it? What is the weakest link in your process? Are you engaged in an activity or attitude that no longer serves its purpose? Do you need to change it up, or eliminate it altogether? How are you holding yourself back? What can you try today?

Corporate speaker Denis Waitley once said, “You must look within for value, but must look beyond for perspective.” He is a former naval pilot, so he knows firsthand about that high-altitude perspective! Don't be afraid to take a step back. It doesn't have to be a huge step; just big enough that you can get a fresh look at your challenge. That small step may be the very thing that enables you to take a giant leap toward our goals in 2011 and beyond!



### Spotlight

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## SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

## TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,417,244 in bonuses. For more information on the monthly bonuses, turn to Page 05.

**Total: \$2,417,244**

## REQUIRED RETENTION RATE

**Effective Jan. 1, 2011**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

<b>Retention:</b>	<b>68.0%</b>
<b>Net to Gross:</b>	<b>78%</b>

## DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Thursday 02/24 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Monday 02/21** to count for February production.

## MONTHLY RECORD BREAKER



### Ofa Tupouniua

Top Individual Producer  
December 2010: \$87,000

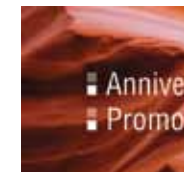
## CORRECTION

These were not included in the Category I PR Rankings for YTD November: Brenda DiSomma 20,882 and Rona Pileggi Spano 20,546.



### LEADERSHIP ACADEMY

PG. 06



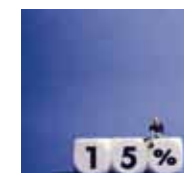
### ANNIVERSARIES & PROMOTIONS

PG. 08



### NEW SGAS

PG. 09



### 15% CONTEST

PG. 11



### PRODUCT SITES

PG. 12



LOOK FOR ME!

## LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2011 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2011 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to Miami, staying at the fabulous Fontainebleau Resort, and appearing on stage! The convention will be held May 30 - June 2, 2011.*

## ■ Q4 Contributions

Contributions listed are from October through December consisting of contributions of \$500 or more.

### American Income & National Income

<b>\$25,000</b> — America's Agenda : Health Care For All	<b>\$5,000</b> — International Seamen's Service, Inc.
<b>15,000</b> — Union Sportsman's Alliance	<b>5,000</b> — Coalition of Black Trade Unionists
<b>5,000</b> — Economic Policy Institute	<b>1,675</b> — Guide Dogs of America
<b>5,000</b> — Jewish Labor Committee	<b>1,500</b> — Labor of Love Golf Tournament
<b>5,000</b> — Pride at Work, AFL-CIO	<b>1,250</b> — IBEW Construction and Maintenance Department
<b>5,000</b> — National Workrights Institute	<b>1,000</b> — Midwest Academy Awards
<b>5,000</b> — National Jewish Theater (Sholom Aleichem project)	<b>500</b> — International Labor Communication Association
<b>5,000</b> — Center for Military Recruitment, Assessment and Veteran Employment	<b>500</b> — IBEW BMT Conference

### Top Contributions of Centralized PR

<b>\$5,000</b> — Ontario Federation of Labour - Scholarship	<b>\$1,000</b> — UFCW 175 & 633 - Golf Tournament
<b>2,500</b> — IBT 135 - Scholarship	<b>1,000</b> — United Labor Agency - Donation
<b>2,500</b> — Nova Scotia Federation of Labour - NSFL Literacy Donation	<b>874</b> — Wisconsin Union Coalition
<b>2,500</b> — San Francisco Labor Council - Ad	<b>850</b> — LIUNA OPDC - Golf Sponsorship
<b>2,000</b> — Operation Christmas Cheer - Donation	<b>750</b> — LA Federation of Labor - Sponsorship
<b>1,700</b> — Baltimore AFL-CIO Leadership Conference - Sponsorship	<b>700</b> — NYC Central Labor Council - Donation
<b>1,500</b> — CUHW Local 4034 - 2011 Summit Sponsorship	<b>650</b> — Rochester & Genesee Valley Area Labor Federation - Award Ceremony
<b>1,500</b> — Operation Noel Solidaire - Donation	<b>600</b> — Illinois AFL-CIO - IL Labor & Politics Reception
<b>1,500</b> — SEIU Healthcare Michigan - Scholarship	<b>600</b> — NJ PTA - Conference Donation
<b>1,500</b> — Snowmobile Association of Nova Scotia - Silver Sponsorship	<b>600</b> — Westmoreland County Firemen's Association - Donation
<b>1,495</b> — Manitoba Nurses Union - Labour Scholarship	<b>568</b> — CA & NV Credit Union League - Donation
<b>1,350</b> — Hawaii Credit Union League - Convention Sponsorship	<b>500</b> — AFL-CIO Hawaii - United Way Charity Golf Tournament
<b>1,130</b> — UFCW 175 & 633 - 2010 Golf Extravaganza	<b>500</b> — APWU Cleveland - Scholarship
<b>1,000</b> — Building & Construction Trades of Ontario - Convention Sponsorship	<b>500</b> — California Credit Union League - Donation
<b>1,000</b> — Canadian Postmasters AA - Convention Sponsorship	<b>500</b> — Carpenters Federal Credit Union - Scholarship
<b>1,000</b> — Unified Labor Reception - Donation	<b>500</b> — Connecticut AFL-CIO - Donation
<b>1,000</b> — IMAAW National - Guide Dogs of America Golf Sponsorship	<b>500</b> — IMAAW Local 1781 - Ad
<b>1,000</b> — NJ Citizen Action Education Fund - Bronze Sponsorship	<b>500</b> — LA County Federation of Labor - Donation
<b>1,000</b> — Ottawa and District Labour Council - Labour Day Picnic Sponsorship	<b>500</b> — North Bay Labor Council - COPE Ad
	<b>500</b> — Rochester Labor Council - Labor Film Series Education Donation
	<b>500</b> — Schofield Federal Credit Union - Donation
	<b>500</b> — Wisconsin Labor History Society - Donation

## ■ Outlook



**Debbie Enstedt**

Vice President of  
Public Relations Field Operations

## I Know Better

Recently I heard a saying — I can't remember where — but all of a sudden this common saying became perfectly clear to me. I am sure you know what I mean. You can hear something over and over, then, all of a sudden you just get it. And once you do, you start seeing the truth of it in action all around you.

The saying that continues to cross my mind is, "If you know better, you do better." I applied the principal to my normal everyday situations over the Christmas and New Year holidays with my family and friends. I started by just changing simple things so I could spend more time with my family and friends. It worked out great, and I think everyone truly enjoyed the quality of the time we spent together.

We know better from experience. We know better from our successes, and we know better from our mistakes. We know better when we truly understand, and we do better when we care.

I like to think that I learn every year, and 2010 was a year in which I gained a lot of experience, had some successes, and there were certainly things I could have done better. It was a year that made me "know better."

Maintaining our group relationships and growing the leads plays a significant part in the SGA and Company growth. This year my focus and priority will be PR Leadership Development. Identifying and grooming new leadership for the PR Team will ultimately grow the PR Team, increase the talent of the PR Team, and grow the leads.

With that in mind, I am very excited about the New PR Career Path. It's a Career Path that establishes the Selection and Development process, as well as the financial opportunity — a Career Path with unlimited opportunity.

This year, I am more excited than ever to do better, to continue to grow, and to do my part to grow the company... every day. I also know that we are all in this together, and we will do better. With the extraordinary talent that exists in our Company, I am sure of it!

## ■ Bonus

### LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$40,103	Jatoft-Foti
Ernesto Magat	31,411	Jatoft-Foti
Norman Sellen	27,379	Steve Friedlander
Taina Lameko	26,239	Steve Friedlander
Simon Rolland	22,936	Steve Friedlander
Bobby Gujral	18,566	Altig-Orlovic
Stephen Hill	18,220	Steve Friedlander
Serah James	15,824	Steve Friedlander
William Smith	12,244	Steve Friedlander
Kraig Jilge	11,592	Jatoft-Foti

### WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Amir Sedaghat	\$24,803	Altig-Orlovic
Ofa Tupouniua	20,077	Steve Friedlander
Gil Legarte	14,106	Jatoft-Foti
Viet Chung	12,659	Jatoft-Foti
Terrence Asuncion	12,079	Jatoft-Foti
Dustin Dunbar	11,375	Alt-Orl-Venekamp
Christian Napiza	9,641	Jatoft-Foti
Ryan Kendl	9,208	Altig-Orlovic
Roghie Hassan Loo	8,594	Josh Chalom
Maria Rocha	8,552	Jatoft-Foti

### REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,161	Jatoft-Foti
Nabil Spahi	2,185	Eric Giglione
Lance Martin	1,503	Surace-Smith
Scott Patterson	1,298	Joseph Diecedue
Lisa Sanders	984	Eric Neal
Nicole Bailey	887	Alt-Orl-Deley
Richard Walus	873	Bob Olson
Daniel Potilechio	775	Bob Olson
Frank Jendusa	772	Joe Manone
Steven Lucero	714	Jatoft-Foti

**Bonus Total: \$2,417,244**



# LEADERSHIP ACADEMY

AIL/NILICO's best and brightest up-and-comers will gather at the corporate Conference Center in McKinney, Texas **February 14-18, 2011 for Leadership Academy 101.**

GA's and SA's will immerse themselves in learning from the most respected and accomplished Company leaders. They will spend time connecting with their "upwardly mobile" peers from the US, Canada and New Zealand, building networks and relationships that will last a lifetime. They will share and acquire strategies, learn new tactics, and gain wisdom that will be invaluable throughout their careers. This is an action and energy packed learning opportunity, full of inspiration, motivation, time-tested lessons from legendary veterans, and cutting-edge strategies for success. This is an exciting experience which is commonly described as "life changing."

**Topics include:**

- General Recruiting Knowledge & Skills
- The Power of Personal Recruiting
- The Interview Process: First, Group, and Final Interview Training
- Training Highly Successful Agents
- Training & Leading New Agents to 15% Bonus
- Having a Structured Training Schedule
- Agency Building & Growth
- Agency Building & the Triangle of Success
- The Magic of Thinking Big
- Talent Management
- Benchmarks for Quality Production
- Managing Resources: Leads, Referrals, etc
- Accountability

Remember, Leadership 101 is required to be eligible for promotion to MGA.

For further inspiration, visit [www.aillacademy.com](http://www.aillacademy.com)



**"Nothing limits achievement like small thinking. Nothing equals possibilities like unleashed thinking."  
— William Arthur Ward**

## Direction



**Rob Falvo**  
*Senior Vice President  
of Field Operations*

## What is Leadership?

Max DePree wrote, "The first responsibility of a leader is to define reality. The last is to say thank you. In between the two, the leader must become a servant and a debtor. That sums up the progress of an artful leader."

Over the past few years, I've been doing a great deal of reading and thinking about the concept of "servant leadership," and I must tell you it has changed me! I think it has made me more effective. Of course, only time will tell, but if anything, I feel better about my role, about myself and, most importantly, I feel better about the people who look to me for leadership.

I believe as leaders we need to think hard about managing and leading, not because we want to be great, charismatic or well-known leaders. We need to do this because as DePree wrote, "The signs of outstanding leadership appear primarily among the followers." Here are some questions we should ask ourselves to lead us in the right direction:

1. Are your Producers and Managers reaching their potential?
2. Are they learning?
3. Are you and your Agency serving your target markets to the best of your ability?
4. Do you and your Agency accept opportunity and change with grace?

As we continue our journey toward \$250 million and beyond, let's focus on a couple of things:

**TO SERVE.**

It has become human nature to want to be served. Let us rise above and be determined to serve our fellow man, not be served by our fellow man. Let's change the way we think about leaders and the role of leadership. Try to think about a leader, in the words of the gospel writer Luke, as "one who serves."

**TO WORK AS ONE.**

If we, individually and collectively, work toward the highest-level of leading, I guarantee we'll be blessed with personal and professional success — beyond what we can perceive at this moment.

In closing, I think Robert Greenleaf said it best when he wrote:

**"The best test is: Do those served grow as persons; do they, while being served, become healthier, wiser, freer, more autonomous, more likely themselves to become servants?"**

## ■ Anniversaries

**30 Years of Service**  
John Jatoft, SGA

**19 Years of Service**  
Tom Williams, SGA

**12 Years of Service**  
Bobby Gujral, RGA

**10 Years of Service**  
John Akers, SGA  
Marcus Bautista, Agt  
DeMario Cooper, MGA  
Vann Durham, Agt  
David Wang, RGA

**9 Years of Service**  
Samuel Cohen, RGA  
Zachary Hart, RGA  
Nancy Myers, Agt  
Ryan Stenglein, RGA  
Thomas Tulowiecki, Agt

**8 Years of Service**  
Richard Davis, MGA  
Sonny Gurney, SGA  
Paulo Rosa, MGA  
Tasha Tucker, RGA

**7 Years of Service**  
Samuel LaSala, SGA  
Devin Phillips, MGA

**6 Years of Service**  
Samantha Chui, MGA  
Dustin Henderscheid, MGA

**5 Years of Service**  
Larry Chick, Agt  
George Lahamedjian, RGA  
Alan Rosen, Agt  
Steve Surace, RGA  
Michael Vasu, RGA

**4 Years of Service**  
Jackie Alston, Agt

Mark Beckford, RGA  
Carlo Bonifazi, MGA  
Kathryn Chaisson, RGA  
Dustin Dunbar, Agt  
Aaron Haskins, Agt  
Marcus Howard, GA  
Lee Jeffers, RGA  
Daniel Jones, MGA  
James May, GA  
AshLynn Orng, RGA

**3 Years of Service**  
Sarai Castanon, Agt  
Nicholas Lorence, RGA  
Sonia Marin, Agt  
Catherine Minor, RGA  
Robert Vincent, MGA

**2 Years of Service**  
Angel Arista, SA  
Michael Baguer, Agt  
Daniel Bauer, MGA  
Svetlana Belkina, Agt  
Anthony Burnett, MGA  
Maria Diringer, SA  
Larry Finch, GA  
Christopher Freter, MGA  
Ruben Fuentes, SA  
Jeremy Harbin, SGA  
Maria Lealaialoto, GA  
Corienne Mason, Agt  
Aghayni Nazarian, Agt  
Marcus Noel, MGA  
Richard Nypower, MGA  
Chad Panzer, Agt  
Apiseka Papa, Agt  
Aaron Parks, GA  
Nicholas Patterson, SA  
Dan Rubio, SGA

William Silbereis, Agt  
Daniel Toshner, RGA  
Twanna Tucker, Agt  
Jerry Wheeler, RGA  
Josh Wheeler, GA  
Jessica Wilhite, MGA  
Israel Wizenfeld, Agt

**1 Year of Service**  
Litia Ahsam, Agt  
Theodor Allen, Agt  
Teodor Bahchevanov, Agt  
Karaley Bailey, SA  
Daniel Bernard, Agt  
Thomas Bonner, SA  
David Borghi, Agt  
Ruth Charlesworth, Agt  
Brian Culp, MGA  
Andrew Dailey, Agt  
Bridget DeLande, Agt  
Joel Delgado, Agt  
Shannon Eberle, SA  
Christian Fahey, RGA  
Austin Ferguson, MGA  
Henry Gogolin, MGA  
Vivian Greer, Agt  
Naron Hamilton, MGA  
Hunter Houvener, MGA  
Sharena Howard, SA  
Richard Johnson, SA  
Bradley Kampmeier, Agt  
James Keefer, SA  
John Kewish, SA  
Stephen Kotajarvi, MGA  
Robert Larkriith, Agt  
Aaron Parks, GA  
Gil Legarte, MGA  
Chantal Levy, SA

Mark Liszewski, MGA  
Alejandro Martinez, Agt  
Kwame Micah, Agt  
Christine Moulton, MGA  
Sonja Nazareth, Agt  
Gary Paluzzi, GA  
Michael Phillips, GA  
Raymon Reynolds, SA  
Mark Rosen, Agt  
Diedre Sandbrook, SA  
Greg Schoenbachler, MGA  
Nickolas Schuler, Agt  
Anna Senra, Agt  
John Setu, SA  
Peer Shmelzer-Moratin, MGA  
James Smith, Agt  
Clayton Snow, Agt  
Jamie Solis, GA  
Casey Sperzel, Agt  
Solomua Tavoi, SA  
Alamagoto Tekori, Agt  
Jenna Timmerman, SA  
Steven Truver, SA  
Deadra Turnbow, SA  
Vaisima Unu, Agt  
Elena Voronina, Agt  
Chris Wilcox, Agt  
LeKendrick Wilson, SA  
John Windham, GA

## ■ Promotions

**STATE GENERAL AGENT**  
David Ackerman  
Kevin Davis  
Sabrina Lloyd  
Dorian Oldham  
Tiffany Roland

**REGIONAL GENERAL AGENT**  
Harmandus Buckle  
Kathryn Chaisson  
Richard Dyer  
Thomas McElwee  
Tina Phongsavath  
Sheree Risley-Aragon  
Natalie Wagner

**MASTER GENERAL AGENT**  
Marco Aguilar  
Mariann Cameron  
Nicholas Collins  
Brian Culp  
Cara DeFiore  
Leslie Ellis  
Alon Fischer  
Frederick Hyde  
Eric Powell  
Arlette Reyes  
Jared Rivera

Michael van Delft  
Brian Wolchok  
Yvonne Zarathustra

**60% GENERAL AGENT**  
Cecilia Asopardo  
Bradley Gray  
John Martin  
John Ophals  
David Rockway

**57.5% GENERAL AGENT**  
Christopher Grunditz  
Tian Luo  
Jacqueline McHugh  
Breanna Newkirk  
Stevan Rivera

**55% SUPERVISING AGENT**  
Jaqueline Bacalso  
Karen Barbour  
Scott Barrett  
Edward Benes  
David Bourn  
Chi Bryant  
James Buller  
Kelly Bunyard

Timothy Dawe  
Kelly Finnen  
Aaron Garcia  
Sandra Gardea  
Lodean Glenn  
Daniel Houston  
Jessie Marshall  
Darryl McDonald  
Erik Morgan  
Rasool Mutawakkil  
Bridgette Scrivani  
Igor Simonov  
Michael Taylor  
Erin Thompson

**52.5% SUPERVISING AGENT**  
Sandra Abel  
Val Aiono  
Darrell Asbell  
Kelvin Ashmead  
Karaley Bailey  
Gary Bell  
Lavon Boyd  
J D Chavez  
Dennis Conwell  
Gretchen Crady  
Meggan Davenport

Kien Doan  
Alexander Dorey  
Dante Ewing  
Joshue Fiehrer  
Joshua Fosnight  
Johanna Handa  
Bryce Jackson  
Charles Joy  
Jacqueline Kabluyen-Mitchell  
Frederic Levasseurs  
Rachel Lewis  
Michael Lindsey  
Ali Lutfi  
Audric Madera  
Daniel Mastropolo  
Jason Miller  
Aiman Mousa  
Ryan O'Malley  
Joe Sanchez  
Cameron Severns  
Tammera Simeona  
Katie Strong  
Mark Stubblefield  
Terence Turner  
Bonnie Wiebe  
Bianca Williams  
Waiel Yaghnam

## ■ New SGAs



**David Ackerman**  
January 1st — New Jersey

David started as an Agent with the Eric Giglione Agency in 2003 after a successful career in international business journalism. "I had no sales experience, and knew nothing about insurance, but my goal was to eventually have my own business. From Day One, I wanted to be a partner SGA in New Jersey. I couldn't be prouder or happier to be working with Eric. I look forward to the sheer joy and excitement of sharing this opportunity with others."



**Tiffany Roland**  
January 1st — Nebraska

Tiffany has been with American Income since February of 2007. She has worked with both the John Akers Agency and the Altig-Orlovic Agency. We welcome her to the rank of State General Agents, and wish her much success.



**Sabrina Lloyd**  
January 1st — Chicago

Sabrina originally came to the Company five years ago as a way to pay for medical school, but soon realized that Opportunity Unlimited was the "vehicle for living your best life." She previously served as an SGA in the NY/CT territory, and says she is grateful for the chance to do it again in Chicago. "I'm an SGA in my heart. I have a real appreciation for this position, and I won't disappoint those who have placed their trust in me."



**Kevin Davis**  
January 1st — Maryland/DC

Kevin was a stockbroker and owned a mortgage company before he joined AIL in 2008. He says his previous experience as a business owner helps him relate to the people he's recruiting into his Agency. "My job is to re-acclimate these people to being part of a profitable venture. And I'm out there, leading by example. I believe that whatever you do, you need to do it with real purpose. This is a fun game. I love it!"



**Dorian Oldham**  
January 1st — Kansas City

Prior to joining AIL twelve years ago, Dorian enjoyed a successful career as a Marketing Manager. "But then I saw what my brother [Durhon] was doing, and I realized they weren't kidding when they said 'Opportunity Unlimited!' I was making a comfortable living as an RGA with 35 Agents, but it was time to push myself out of that comfort zone. I'm confident and excited, because I have a strong foundation from a powerhouse Agency that does things the right way!"

## ■ Director of the Month

Leaders growing leaders!

### Domenico Bertini

Domenico had 137% of December Recruiting Standard and 20% Growth in ALP over December last year!

Bravissimo for your strong finish!



Leaders growing leaders!

### Rachelle Valdez

Rachelle had positive lead growth of 1,778 leads in December.

Congratulations on your achievement!





## Bernard Rapoport

Founder  
American Income Life

## Think Big for Success!

Success is a state of mind. I believe that and I hope that you believe it, too. It is described most adequately by German political theorist Hannah Arendt this way:

“Most of the time, in the ordinary course of our lives, we are engaged in behavior. The things we do are predictable and in character. But once in awhile, we stop behaving and begin to act. From the point of view of the neutral observer or the objective scientist, the difference may be hard to see. But to those of us who undertake to act, the difference is clear. We act when we cease to be determined by the past, when habit no longer defines what we do in the present and no longer reliably predicts what we will do in the future. We act, when we initiate, when we break the chain of causation that binds the present and the future to the past; when we start a new line of causation, create a situation that is inherently unpredictable.”

And yes, it is the same result tomorrow if you do things tomorrow like you did today... you guessed it — you won't be moving forward.

The reason I'm so smart is because I wasn't very smart at the beginning; but I tried to learn, and this is the approach I used as I share my many years of experience with you. When I started American Income the only choice the agents had was to make the call and maybe knock on the neighbor's door. Obviously with that approach, instead of having eight or nine sales per week, the agents were only getting two or three. The leads came into being when management came to an intelligent conclusion that you had to invest, that is the company had to invest, if you wanted agents to be successful. And that's what we did at American Income: we invested in leads that would result in lead production. And with that decision we catapulted from the company writing a hundred thousand dollars a year to millions. This one idea turned the world around for those of us connected with AIL.

When you think about yourself, think about things you're doing and what you could do. There's no question that if you do things today like you did yesterday, there will be no progress. Tomorrow has to be different from today. When you use the same so-called ideas, the results will be the same. We have tried to instill within each of you that you must try to be better tomorrow than you were yesterday. Look at the kind of world we have; look at the automobile of 1920 and the automobile of today. There were a lot of changes, and the same has to be true in your business life.

You are a group of highly intelligent men and women who understand that today's approach in selling requires a system that makes it possible to make more calls. Just for fun, the week that you read this, try making more calls than you did the previous week, and see what your production is. I guarantee it will be greater. Success, in some ways, reminds me of an accelerator in a car. If you work harder and faster, the results are greater — in many instances, much greater.

You understand that today's goals and achievements are not going to stay static as time goes on. Yes, you understand this and that is why you are part of the world's greatest sales force.

Always have an open mind to new approaches. The bigger you think, the more you are going to achieve. Yes, THINK BIG.

# Manager's First Time 15% Contest December Winners

TOTAL DECEMBER PAYOUT  
**\$51,720.92**  
TOTAL Contest PAYOUT YTD  
**\$344,572.62**

## FINAL MONTH

Name	Bonus	Count	Agency	Name	Bonus	Count	Agency
Serah James	\$2,437	8	Steve Friedlander	Mark Glazer	\$335	2	Theodore Pappas
Ernesto Magat	2,381	1	Jatoft-Foti	Jeremie Dupuis	316	2	Imran Satti
Taina Lameko	1,615	8	Steve Friedlander	Sosefo Petelo	314	2	Steve Friedlander
William Smith	1,603	4	Steve Friedlander	Ashley Jones	301	1	Simon Arias
Ben Halali	1,586	4	Jatoft-Foti	Loretta Ekeroma	297	3	Steve Friedlander
Patrick Bendure	1,449	4	Surace-Smith	Stephen Jubrey	285	1	Oldham-Bianchi
Kristy Nguyen	1,191	1	Jatoft-Foti	Jessica Wilhite	282	1	Matthew Hogan
Simon Rolland	900	4	Steve Friedlander	Heather Rowell	281	1	Tim McAdams
Victor Vicario	858	3	T J Powers	Filipo Havili	271	2	Steve Friedlander
Sione Aholoka	827	5	Steve Friedlander	Kellen Cuttance	271	2	Slav Bitman
Robert Kanaan	823	2	Imran Satti	Holly Cook	269	1	Eric Neal
Jarred Sykes	789	2	Eric Neal	Kiet Truong	269	1	Cohen-Cohen
Robert J Dunn	753	3	Surace-Smith	Benjamin Omega	268	1	Altig-Orlovic
Daniel Orr	711	3	Imran Satti	Ryan Neel	265	2	T J Powers
Ryan Bisanz	709	1	Alt-Orl-Traboulay	Haoyu Xu	263	1	Imran Satti
Norman Sellen	707	2	Steve Friedlander	Steven King	261	1	Paul Rumbuc
Kraig Jilge	703	3	Jatoft-Foti	Jonathan Emura	259	2	Altig-Orlovic
William Rappe	687	1	Dan Rubio	Norman Candelore	253	1	Jeffery Thiel
Siupeli Tuitupou	634	3	Steve Friedlander	Theresa Setefano	247	1	Steve Friedlander
Karen McQuoid	582	3	Steve Friedlander	James M Allen	243	1	Travis Moody
Mack Doby	571	3	Joseph Diecedue	Samuel Cohen	239	1	Fred Hadayia
Sara Welch	548	3	Steve Friedlander	Luay Ghawi	239	1	Alt-Orl-Traboulay
Christine Morrow	498	1	Steve Hartman	Hal Herman	238	1	Oldham-Bianchi
Eric LaBossiere	487	2	Altig-Orlovic	Christopher Jordan	237	1	Mark Hancock
Timothy Velky	482	1	Eric Cochran	Kyle Klipp	226	1	Steven DiChiaro
Harjeet Rana	474	2	Josh Chalom	Matthew DeCola	224	1	Alt-Orl-Deley
Byron Paz	471	2	Josh Chalom	Carlo Bonifazi	221	1	Bob Olson
Stephen Hill	469	2	Steve Friedlander	Daven Hermosura	221	1	Altig-Orlovic
Derek Wiens	451	1	Alt-Orl-Traboulay	Kathryn Chaisson	220	1	Joe Manone
Jason Bratin	433	2	Theodore Pappas	Mark Corkrean	215	1	Steve Greer
Marcus Howard	420	2	Surace-Smith	Mapa Vaki	213	2	Steve Friedlander
Maria Greene	417	2	Altig-Orlovic	Dustin Dunlap	212	2	Surace-Smith
Paul Samra	415	3	Jatoft-Foti	Casey Kunash	210	1	Simon Arias
David Iriye	405	1	Cohen-Cohen	Ronnell Burns	206	1	Jeffery Thiel
Harmandus Buckle	394	3	Bob Olson	Anaise Moonia	206	2	Steve Friedlander
Matthew Parks	375	2	Surace-Smith	Christopher Chovanec	205	1	Steve Greer
Richard Barbour	369	2	Steve Greer	Daniel Walton	201	2	Surace-Smith
Ofa Tupouniua	353	2	Steve Friedlander	Sebastian Kazek	200	1	Matt Henderson
John Setu	338	3	Steve Friedlander	Delores Jettmelton	200	1	Alt-Orl-Lyse


## Final Contest Leaders

<b>Ernesto Magat</b> Contest to Date # of Agents: 14 Contest to Date Mgr Bonus: \$14,312	<b>Taina Lameko</b> Contest to Date # of Agents: 51 Contest to Date Mgr Bonus: \$12,128	<b>Ben Halali</b> Contest to Date # of Agents: 19 Contest to Date Mgr Bonus: \$9,357	<b>Simon Rolland</b> Contest to Date # of Agents: 25 Contest to Date Mgr Bonus: \$8,372	<b>Serah James</b> Contest to Date # of Agents: 20 Contest to Date Mgr Bonus: \$5,195

Please note: Bonuses listed consist of \$200 or more. For full contest details, visit [www.aillife.com/spotlight.aspx](http://www.aillife.com/spotlight.aspx)

## Top Contest Current Month Winners:

Serah James  
\$2,437  
Friedlander



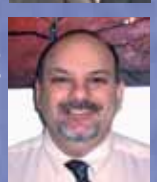
Ernesto Magat  
\$2,381  
Jatoft-Foti



Taina Lameko  
\$1,615  
Friedlander



William Smith  
\$1,603  
Friedlander



Ben Halali  
\$1,586  
Jatoft-Foti




# New Product Websites Launched

**Search Engine Optimization (SEO):** The process of improving the visibility of a website in search engines via the "natural" or "organic" (unpaid) search results. SEO considers how search engines work and what people search for, then alters (optimizes) the content and coding of the site to be more relevant, therefore more visible, to search engines, such as Google, Yahoo, and Bing. The higher on the page, and the more frequently a site appears in the search results list, the more visitors it will receive from the search engine.

Early in 2010, American Income mounted an aggressive, multi-faceted SEO effort to improve our placement when people do Internet searches for the Company or our products. The online environment is becoming increasingly competitive, and companies who perform SEO have a decided advantage in visitors and customers. Search engine traffic can make (or break) an organization's online success. The latest element of the Company's SEO campaign is the creation of web pages that highlight AIL's unique products.

These sites, engineered to maximize visibility when a consumer searches for a product, are landing pages with unique URLs. The sites have links to our main company sites: ailife.com and ailcareers.com. The sites were published in late December, and feature basic product information, videos, and contact information.

- <http://www.AILife-Products.com>
- <http://www.AILife-Cancer.com>
- <http://www.AILife-CriticalIllness.com>
- <http://www.AILife-HeadStart.com>
- <http://www.AILife-WholeLifeInsurance.com>
- <http://www.AILife-TermLife.com>
- <http://www.AILife-LifeInsurance.com>
- <http://www.AILife-FinalExpense.com>
- <http://www.AILife-MonthlyIncome.com>
- <http://www.AILife-MortgageProtection.com>
- <http://www.AILife-AccidentCoverage.com>



Take a tour – we think you'll like what you see!

# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.  
Congratulations on your achievements.



**Patrick Paris**  
Oldham-Bianchi Agency  
Qualified November of 2010  
\$1,004,128 of Net ALP



**David Thornton**  
Altig-Orlovic Agency  
Qualified November of 2010  
\$1,003,004 of Net ALP



**Amir Sedaghat**  
Altig-Orlovic Agency  
Qualified December of 2010  
\$1,017,619 of Net ALP



**Al-Karim Walji**  
Altig-Orlovic Agency  
Qualified December of 2010  
\$1,004,707 of Net ALP

## Founder's Club

December 2010 Qualifiers — Outstanding Producers & PR Representatives:



**Amir Sedaghat**  
Altig-Orlovic Agency  
4th Qualification  
\$140,840 Net ALP  
92.6% Ret



**Maria Rocha**  
Jatoft-Foti Agency  
3rd Qualification  
\$80,800 Net ALP  
80.8% Ret



**Ofa Tupouniua**  
Friedlander Agency  
2nd Qualification  
\$173,207 Net ALP  
83.5% Ret



**Ryan Kendl**  
Altig-Orlovic Agency  
2nd Qualification  
\$121,732 Net ALP  
91.6% Ret



**Dustin Dunbar**  
Alt-Orl-Venekamp Agency  
1st Qualification  
\$99,246 Net ALP  
78.0% Ret



**Elias Hazen**  
Surace-Smith Agency  
1st Qualification  
\$61,031 Net ALP  
79.5% Ret

## 2010 Record Breakers



**Ofa Tupouniua**  
Top Individual Producer  
Net ALP YTD: \$392,550



**Kraig Jilge**  
Top SA  
Net ALP YTD: \$959,675  
First 6 Mo Agt YTD: \$501,643

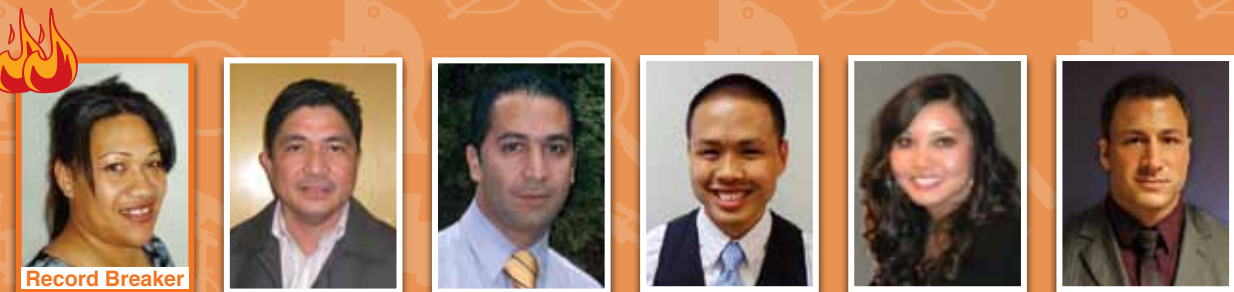


**Ben Halali**  
Top MGA  
Net ALP YTD: \$3,364,819



**Taina Lameko**  
Top RGA  
First 6 Mo Agt YTD: \$5,230,627  
Net ALP YTD: \$7,822,932

# Individual Producers



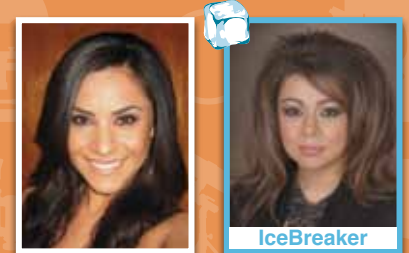
**1. Ofa Tupouniua** Auckland, NZ  
**2. Gil Legarte** Concord, CA  
**3. Amir Sedaghat** Surrey, BC  
**4. Viet Chung** San Jose, CA  
**5. Kristy Nguyen** San Jose, CA  
**6. James Keefer** Pittsburgh, PA



**7. Dustin Dunbar** Sioux Falls, SD  
**8. Maria Rocha** San Jose, CA  
**9. Jovani Chappel** Pittsburgh, PA  
**10. Amy Shui** Eatontown, NJ  
**11. Ryan Kendl** Provo, UT  
**12. Roghie Hassan Loo** Toronto, ON



**13. Kevin Ishikane** Honolulu, HI  
**14. Terrence Asuncion** San Jose, CA  
**15. Lily Tchen** Long Beach, CA  
**16. Enrico Paredes** San Jose, CA  
**17. Christian Napiza** San Jose, CA  
**18. Vatapuia Vavau** Auckland, NZ



**19. Rebecca Najlis** San Jose, CA  
**20. Wendy Ornelas** San Jose, CA

## IceBreakers

**Alomkone Soundara**  
 San Jose, CA  
 \$18,678 Net ALP  
 Ernesto Magat MGA  
 Jatoft-Foti SGA

**Man Chun Hui**  
 Redmond, WA  
 \$12,099 Net ALP  
 Timothy Attleson MGA  
 Altig-Orlovic SGA

**Tommie Powell**  
 Olivette, MO  
 \$12,052 Net ALP  
 Ronnell Burns MGA  
 Jeffrey Thiel SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

December Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	<b>Ofa Tupouniua</b>	\$87,000		83.5	Norman Sellen	Steve Friedlander
2.	<b>Gil Legarte</b>	51,264		82.9	Gil Legarte	Jatoft-Foti
3.	<b>Amir Sedaghat</b>	49,871		92.6	Bobby Gujral	Altig-Orlovic
4.	<b>Viet Chung</b>	43,459		81.1	Ben Halali	Jatoft-Foti
5.	<b>Kristy Nguyen</b>	43,073	100		Ernesto Magat	Jatoft-Foti
6.	<b>James Keefer</b>	33,632		70.5	Casey Kunash	Simon Arias
7.	<b>Dustin Dunbar</b>	32,953		78.0	Todd Engelson	Alt-Orl-Venekamp
8.	<b>Maria Rocha</b>	29,408		80.8	Ernesto Magat	Jatoft-Foti
9.	<b>Jovani Chappel</b>	28,417		97	Justin Adams	Simon Arias
10.	<b>Amy Shui</b>	28,014		71.3	David Ackerman	Eric Giglione
11.	<b>Ryan Kendl</b>	27,519		91.6	Nicholas Lorence	Altig-Orlovic
12.	<b>Roghie Hassan Loo</b>	27,063		75.8	Byron Paz	Josh Chalom
13.	<b>Kevin Ishikane</b>	24,703		76.1	Daven Hermosura	Altig-Orlovic
14.	<b>Terrence Asuncion</b>	23,714		90.3	Ernesto Magat	Jatoft-Foti
15.	<b>Lily Tchen</b>	22,711		81.7	David Iriye	Cohen-Cohen
16.	<b>Enrico Paredes</b>	22,511		80.3	Ernesto Magat	Jatoft-Foti
17.	<b>Christian Napiza</b>	21,994		76.8	Ben Halali	Jatoft-Foti
18.	<b>Vatapuia Vavau</b>	21,440		90.0	Stephen Hill	Steve Friedlander
19.	<b>Rebecca Najlis</b>	21,309		93.1	Ben Halali	Jatoft-Foti
20.	<b>Wendy Ornelas</b>	20,688	99		<b>Maria Green</b>	<b>Jatoft-Foti</b>
21.	Fetongi Finau	20,318	100		William Smith	Steve Friedlander
22.	Erez Shabtay	19,950		88.4		Cohen-Cohen
23.	Darrell Sarmiento	19,941		85	Gil Legarte	Jatoft-Foti
24.	Andrew Bayang	19,217		98	Raymond Angeles	Altig-Orlovic
25.	Lafi Papalii	19,096		71.6	Lorenzo Lameko	Steve Friedlander
26.	<b>Alomkone Soundara</b>	18,678	100		<b>Ernesto Magat</b>	<b>Jatoft-Foti</b>
27.	Aaron Parks	18,444		75.1	Justin Adams	Simon Arias
28.	Newman Hoverd	18,272		98	Simon Roland	Steve Friedlander
29.	Kouassi Appiah	18,254		85.6	Bobby Gujral	Altig-Orlovic
30.	Nicholas Walsh	18,093		93	Nicholas Walsh	Altig-Orlovic
31.	Bruce Viaje	18,016		75.7	Bobby Gujral	Altig-Orlovic
32.	Cecilia Asopardo	17,987		88	Gil Legarte	Jatoft-Foti
33.	Amandeep Gill	17,901		78.7	Bobby Gujral	Altig-Orlovic
34.	Karen Barbour	17,716		89	Richard Barbour	Steve Greer
35.	Ryan O'Malley	17,255		94	Haoyu Xu	Imran Satti
36.	Herivelto Pereira	17,185		84.1		Jatoft-Foti
37.	Dennis Munro	17,046		100	Norman Sellen	Steve Friedlander
38.	Christine Weatherspoon	16,920		88	Horace Johnson	Carla Miller
39.	Ben Halali	16,791		80.1	Ben Halali	Jatoft-Foti
40.	Richard Luzaich	16,720		73.4	Zachary Hart	Altig-Orlovic-Deley
41.	Keinanga Tupouniua	16,419		99	Norman Sellen	Steve Friedlander
42.	Laie Kaufusi	16,315		69.5	Norman Sellen	Steve Friedlander
43.	Shahnaz Toloui	16,181		69.5	David Iriye	Cohen-Cohen
44.	Travis Picklesimer	15,992		68.9	Darron Hacker	Surace-Smith
45.	Randy Lee	15,940		83.6	Zachary Hart	Altig-Orlovic-Deley
46.	Kristy Doan	15,918		94	Ernesto Magat	Jatoft-Foti
47.	Bruce Tan	15,681		80.0	Christopher Clark	Altig-Orlovic
48.	Samantha Chui	15,645		82.1	Samantha Chui	Matthew Hogan
49.	Kien Doan	15,641		81	Ernesto Magat	Jatoft-Foti
50.	Manarii Gauthier	15,598		92	Daven Hermosura	Altig-Orlovic

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP **HOT NEW RECORD**

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	<b>Ofa Tupouniua</b>	\$392,550		83.5	Norman Sellen	Steve Friedlander
*2.	<b>Erez Shabtay</b>	255,378		88.4		Cohen-Cohen
*3.	<b>Ben Halali</b>	248,137		80.1	Ben Halali	Jatoft-Foti
*4.	<b>Amir Sedaghat</b>	244,309		92.6	Bobby Gujral	Altig-Orlovic
*5.	<b>Ryan Kendl</b>	244,304		91.6	Nicholas Lorence	Altig-Orlovic
*6.	<b>Gil Legarte</b>	241,415		82.9	Gil Legarte	Jatoft-Foti
*7.	<b>Terrence Asuncion</b>	229,511		90.3	Ernesto Magat	Jatoft-Foti
*8.	<b>Dustin Dunbar</b>	228,471		78.0	Todd Engelson	Alt-Orl-Venekamp
*9.	<b>Lily Tchen</b>	223,199		81.7	David Iriye	Cohen-Cohen
*10.	<b>Maria Rocha</b>	222,070		80.8	Ernesto Magat	Jatoft-Foti
11.	Roghie Hassan Loo	221,133		75.8	Byron Paz	Josh Chalom
12.	Christian Napiza	215,828		76.8	Ben Halali	Jatoft-Foti
13.	Kyle Wrobel	210,032		80.9	Michael Vasu	Surace-Smith
14.	Amy Shui	206,520		71.3	David Ackerman	Eric Giglione
15.	Viet Chung	202,922		81.1	Ben Halali	Jatoft-Foti
16.	Pafuti Toleafoa	200,872		71.9	Stephen Hill	Steve Friedlander
17.	Lesina Ah Sue	197,999		79.5	Stephen Hill	Steve Friedlander
18.	Max Quasem	189,107		89.2		Cohen-Cohen
19.	Steven Stensrud	183,821		74.5	John McGrath	Altig-Orlovic
20.	Katie Massart	172,077		77.7	Brenton Betts	Altig-Orlovic
21.	Elias Hazen	170,749		79.5	Darron Hacker	Surace-Smith
22.	Shahnaz Toloui	169,248		69.5	David Iriye	Cohen-Cohen
23.	Filipo Havili	164,933		79.7	Lorenzo Lameko	Steve Friedlander
24.	Bruce Tan	159,152		80.0	Christopher Clark	Altig-Orlovic
25.	Ross Ewen	158,912		77.1		Scott Rehberg
26.	Brock Lampe	152,452		78.9		Altig-Orlovic
27.	Robert Ulreich	149,523		89.7		Jatoft-Foti
28.	Justin Germany	147,454		81.0		Dan Rubio
29.	William Parmeter	144,595		69.2	Hal Herman	Oldham-Bianchi
30.	Joey Kennedy	142,812		82.1	Ryan Stenglein	Altig-Orlovic
31.	Samantha Chui	141,352		82.1	Samantha Chui	Matthew Hogan
32.	Helen Dellavalle	141,168		70.1	Mark Liszewski	Eric Giglione
33.	David Ramirez	139,001		74.4	Ben Halali	Jatoft-Foti
34.	Mario Andres Chavez	137,639		91.7	Doreen Ryan-Foti	Jatoft-Foti
35.	Bryant Hendley	135,939		82.8	Christine Morrow	Steve Hartman
36.	Samson Adelufosi	135,746		86.0		Eric Giglione
37.	Ilona Patterson	135,564		80.3		Imran Satti
38.	Sosefo Petelo	132,256		81.8	Lorenzo Lameko	Steve Friedlander
39.	Fritznel Octave	132,084		72.2	Fritznel Octave	Williams-Zophin
40.	Luciana Mosca	131,924		85.5	Carlo Bonifazi	Bob Olson
41.	Michal Majewski	130,373		70.2	Bobby Gujral	Altig-Orlovic
42.	Lydia Lozano	129,614		73.7		Furer-Whittinghill
43.	Orett Nelson	129,604		73.4		Josh Chalom
44.	James Keefer	129,336		70.5	Casey Kunash	Simon Arias
45.	Scott Hanna	129,085		78.2	Scott Hanna	Williams-Zophin
46.	Rocio Price	128,796		80.1	Ben Halali	Jatoft-Foti
47.	Michael van Delft	127,431		85.5	Michael van Delft	Imran Satti
48.	Maijargal Sukhbaatar	126,955		85.5		Samuel Lasala
49.	Michael Schumacher	125,406		88.0	Thomas Vena	Simon Arias
50.	Odilia Goulart	124,692		73.5	Ben Halali	Jatoft-Foti

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP **HOT NEW RECORD**



# Supervising Agents



**1. Kristy Nguyen**  
San Jose, CA



**2. Talanoa Takeifanga**  
Auckland, NZ



**Record Breaker**

**3. Kraig Jilge**  
San Jose, CA



**4. Maureen Brunet-Forchilli**  
Rochester, NY



**5. John Setu**  
Auckland, NZ

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Kristy Nguyen</b>	\$71,487	\$112,935	96	Ernesto Magat	Jatoff-Foti
2.	<b>Talanoa Takeifanga</b>	60,604	72,616	97	Simon Rolland	Steve Friedlander
3.	<b>Kraig Jilge</b>	52,631	84,329	70.4	Ben Halali	Jatoff-Foti
4.	<b>Maureen Brunet-Forchilli</b>	33,106	40,356	81	Stephen Jubrey	Oldham-Bianchi
5.	<b>John Setu</b>	29,645	38,333	97	Simon Rolland	Steve Friedlander
6.	Sione Aholoka	29,468	33,534	94	Serah James	Steve Friedlander
7.	Afuiva Vaai	28,172	29,244	93	Taina Lameko	Steve Friedlander
8.	Steven Rotherforth	26,544	32,503	88	Dorian Oldham	Oldham-Bianchi
9.	Francis Ifopo	22,786	22,786	95	Taina Lameko	Steve Friedlander
10.	Jeremie Dupuis	19,251	33,011	100	Daniel Orr	Imran Satti

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt  
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Kraig Jilge</b>	\$501,643	\$959,675	70.4	Ben Halali	Jatoff-Foti
2.	Talanoa Takeifanga	238,447	309,777	97	Simon Rolland	Steve Friedlander
3.	Kristy Nguyen	207,361	269,703	96	Ernesto Magat	Jatoff-Foti
4.	Michael Matteo	179,768	236,864	68.7	Brett Gyska	Oldham-Bianchi
5.	Roger Weisman	146,359	356,871	76.3	Stephen Jubrey	Oldham-Bianchi
6.	Leane Nguyen	137,140	163,253	85	Ernesto Magat	Jatoff-Foti
7.	Phillip Jenkins	127,801	245,475	73.0	Michael Vasu	Surace-Smith
8.	Maureen Brunet-Forchilli	110,353	149,057	81	Stephen Jubrey	Oldham-Bianchi
9.	Jeanette Lancaster	97,448	193,980	73.3	Curt Snow	Jatoff-Foti
10.	Francis Ifopo	96,179	96,692	95	Taina Lameko	Steve Friedlander

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt **HOT NEW RECORD**  
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP **HOT NEW RECORD**

# General Agents



**1. Karen Gagarin**  
San Jose, CA



**2. Siupeli Tuitupou**  
Auckland, NZ



**3. Ofa Tupouniua**  
Auckland, NZ



**4. Sione Kanongataa**  
Auckland, NZ



**5. Loretta Ekeroma**  
Auckland, NZ



**6. Mapa Vaki**  
Auckland, NZ



**7. Lucky Faaitiiti**  
Auckland, NZ



**8. Michael Romeo**  
Rochester, NY



**9. Mathew Mealey**  
Jeffersonville, IN



**10. Andrea Nichols**  
Rochester, NY

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Karen Gagarin</b>	\$137,571	\$186,546	76.9	Ernesto Magat	Jatoff-Foti
2.	<b>Siupeli Tuitupou</b>	65,132	73,581	71.4	William Smith	Steve Friedlander
3.	<b>Ofa Tupouniua</b>	60,274	193,680	78.4	Norman Sellen	Steve Friedlander
4.	<b>Sione Kanongataa</b>	53,969	85,612	94	Serah James	Steve Friedlander
5.	<b>Loretta Ekeroma</b>	53,299	81,226	68.4	Lorenzo Lameko	Steve Friedlander
6.	<b>Mapa Vaki</b>	48,975	65,111	96	Taina Lameko	Steve Friedlander
7.	<b>Lucky Faaitiiti</b>	38,832	89,380	83.1	Stephen Hill	Steve Friedlander
8.	<b>Michael Romeo</b>	36,269	50,953	72.4	Raymond Risucci	Oldham-Bianchi
9.	<b>Mathew Mealey</b>	30,602	43,930	69.2	James Allen	Travis Moody
10.	<b>Andrea Nichols</b>	26,414	34,912	77.0	Stephen Jubrey	Oldham-Bianchi
11.	Steven Cox	23,458	27,031	98	Simon Rolland	Steve Friedlander
12.	Seini Mafi	22,070	23,247	98	Taina Lameko	Steve Friedlander
13.	Tiffany Rovinski	21,841	37,643	69.2	Samuel Cohen	Fred Hadayia
14.	Brian Allt	21,759	21,759	85	Haoyu Xu	Imran Satti
15.	Dmitriy Kagan	21,575	33,226	69.3	Kellen Cuttance	Slav Bitman
16.	Rita Charles	19,754	34,186	76.6	Stephen Hill	Steve Friedlander
17.	Wayne Blumling	18,418	21,532	100	Norman Candelore	Jeffery Thiel
18.	William Parmeter	18,301	45,443	73.7	Hal Herman	Oldham-Bianchi
19.	Ariana Jones	17,250	35,190	70.6	Jason Bratin	Theodore Pappas
20.	Ashley Kellett	15,963	15,963	92	Christopher Jordan	Mark Hancock

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt  
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Karen Gagarin</b>	\$804,864	\$1,323,168	76.9	Ernesto Magat	Jatoff-Foti
*2.	<b>Lucky Faaitiiti</b>	580,343	746,483	83.1	Stephen Hill	Steve Friedlander
*3.	<b>Ofa Tupouniua</b>	445,130	819,730	78.4	Norman Sellen	Steve Friedlander
*4.	<b>Sione Kanongataa</b>	435,182	492,828	94	Serah James	Steve Friedlander
*5.	<b>Siupeli Tuitupou</b>	320,944	377,751	71.4	William Smith	Steve Friedlander
6.	Andrea Nichols	275,386	377,611	77.0	Stephen Jubrey	Oldham-Bianchi
7.	Michael Romeo	256,008	493,725	72.4	Raymond Risucci	Oldham-Bianchi
8.	Rita Charles	231,911	405,501	76.6	Stephen Hill	Steve Friedlander
9.	William Parmeter	226,820	448,857	73.7	Hal Herman	Oldham-Bianchi
10.	Mapa Vaki	213,600	270,520	96	Taina Lameko	Steve Friedlander
11.	Loretta Ekeroma	210,252	323,156	68.4	Lorenzo Lameko	Steve Friedlander
12.	Peter Chung	188,334	588,683	74.1	Ben Halali	Jatoff-Foti
13.	Seini Mafi	187,458	209,832	98	Taina Lameko	Steve Friedlander
14.	Matthew Turnquist	187,326	256,021	73.0	Javier Sandoval	Steven DiChiario
15.	Daniel Walton	180,320	353,800	77.3	Patrick Bendure	Surace-Smith
16.	Lesina Ah Sue	173,597	605,528	75.7	Stephen Hill	Steve Friedlander
17.	James May	164,638	247,106	74.6	Hal Herman	Oldham-Bianchi
18.	Mathew Mealey	144,778	310,582	69.2	James Allen	Travis Moody
19.	Timothy Watson	142,471	311,036	75.2	Ryan Vopat	Surace-Smith
20.	Tiffany Rovinski	132,375	225,105	69.2	Samuel Cohen	Fred Hadayia

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

# Master General Agents



**1. Simon Rolland**  
Auckland, NZ



**2. Ernesto Magat**  
San Jose, CA



**3. Stephen Jubrey**  
Rochester, NY



**4. William Smith**  
Auckland, NZ



**5. Norman Sellen**  
Auckland, NZ



**6. Serah James**  
Auckland, NZ



**7. Daniel Orr**  
Halifax, NS



**8. Stephen Hill**  
Auckland, NZ



**9. Ben Halali**  
San Jose, CA



**10. Harmandus Buckle**  
Woodridge, IL

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Simon Rolland	\$151,758	\$179,076		69.8	Steve Friedlander
2.	Ernesto Magat	137,571	237,857		77.4	Jatoft-Foti
3.	Stephen Jubrey	74,690	148,531		75.1	Oldham-Bianchi
4.	William Smith	71,227	79,543		68.3	Steve Friedlander
5.	Norman Sellen	70,331	224,184		81.8	Steve Friedlander
6.	Serah James	68,541	104,245		68.6	Steve Friedlander
7.	Daniel Orr	67,904	92,052		68.0	Imran Satti
8.	Stephen Hill	64,679	227,426		76.2	Steve Friedlander
9.	Ben Halali	63,567	250,684		70.7	Jatoft-Foti
10.	Harmandus Buckle	61,930	63,253		71.5	Bob Olson
11.	Raymond Risucci	54,740	71,348		73.8	Oldham-Bianchi
12.	Samuel Cohen	49,313	99,007		70.8	Fred Hadayia
13.	Justin Adams	48,672	79,436		69.7	Simon Arias
14.	Jason Bratin	46,706	94,522		75.9	Theodore Pappas
15.	James Allen	45,667	61,339		74.8	Travis Moody
16.	Patrick Bendure	43,654	98,773		73.5	Surace-Smith
17.	Levar Morgan	43,265	51,927		75.3	Theodore Pappas
18.	Gil Legarte	40,057	96,121		81.6	Jatoft-Foti
19.	Hal Herman	34,843	96,711		73.8	Oldham-Bianchi
20.	Victor Vicario	34,815	37,828	85		Scott Rehberg

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt  
ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Stephen Hill	\$1,436,361	\$2,900,925		76.2	Steve Friedlander
*2.	Ben Halali	989,316	3,364,819		70.7	Jatoft-Foti
*3.	Serah James	977,960	1,126,238		68.6	Steve Friedlander
*4.	Simon Rolland	832,098	966,661		69.8	Steve Friedlander
*5.	Norman Sellen	808,930	1,182,077		81.8	Steve Friedlander
6.	Ernesto Magat	801,367	1,777,583		77.4	Jatoft-Foti
7.	William Smith	726,640	908,976		68.3	Steve Friedlander
8.	Stephen Jubrey	705,586	1,384,341		75.1	Oldham-Bianchi
9.	Karen McQuoid	506,874	704,480		83.0	Steve Friedlander
10.	Kilisimasi Segal	505,492	840,871		73.4	Steve Friedlander
11.	Hal Herman	479,471	1,069,226		73.8	Oldham-Bianchi
12.	Harmandus Buckle	478,643	\$540,666		74.5	Bob Olson
13.	Raymond Risucci	450,929	813,180		73.8	Oldham-Bianchi
14.	Sita Pereira	433,467	571,501		68.1	Steve Friedlander
15.	Levar Morgan	406,297	649,274		75.3	Theodore Pappas
16.	Patrick Bendure	399,731	1,067,886		73.5	Surace-Smith
17.	Daniel Orr	393,669	644,156		68.0	Imran Satti
18.	Jason Bratin	385,046	654,986		75.9	Theodore Pappas
19.	Doreen Ryan-Foti	378,640	1,929,909		73.8	Jatoft-Foti
20.	Allen Nelson	371,449	488,971		69.0	Steven DiChiaro

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt  
ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP **HOT NEW RECORD**

# Regional General Agents



**1. Taina Lameko**  
Auckland, NZ



**2. Ben Halali**  
San Jose, CA



**3. Stephen Hill**  
Auckland, NZ



**4. Brett Gryska**  
Rochester, NY



**5. Levar Morgan**  
Flushing, NY

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$526,383	\$855,930		72.0	Steve Friedlander
2.	Ben Halali	231,258	537,523		72.5	Jatoft-Foti
3.	Stephen Hill	107,718	284,132		75.7	Steve Friedlander
4.	Brett Gryska	99,636	210,753		70.8	Oldham-Bianchi
5.	Levar Morgan	88,980	110,293		75.3	Theodore Pappas
6.	Robert Kanaan	88,123	125,500		72.8	Imran Satti
7.	Dorian Oldham	81,615	140,577		73.2	Oldham-Bianchi
8.	Thomas Vena	76,199	239,616		77.8	Simon Arias
9.	Samuel Cohen	74,708	173,566		71.5	Fred Hadayia
10.	Patrick Bendure	69,644	184,443		72.5	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$5,230,627	\$7,822,932		72.0	Steve Friedlander
*2.	Ben Halali	2,155,276	6,114,441		72.5	Jatoft-Foti
3.	Stephen Hill	1,760,295	3,431,598		75.7	Steve Friedlander
4.	Brett Gryska	1,256,965	2,413,439		70.8	Oldham-Bianchi
5.	Patrick Bendure	1,012,195	2,600,707		72.5	Surace-Smith
6.	Michael Vasu	956,258	2,462,368		70.2	Surace-Smith
7.	Thomas Vena	862,090	1,881,566		77.8	Simon Arias
8.	Alex Roland	837,136	1,762,753		70.9	Chris Hernandez
9.	Samuel Cohen	769,132	1,620,036		71.5	Fred Hadayia
10.	Dorian Oldham	683,086	1,705,041		73.2	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt **HOT NEW RECORD**  
ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP **HOT NEW RECORD**

## State General Agents 1st Six Month Agent



**Steve Friedlander**  
CATEGORY I



**Simon Arias**  
CATEGORY II



**Theodore Pappas**  
CATEGORY III



**Imran Satti**  
CATEGORY V



**Jeffery Thiel**  
CATEGORY VIII



**Michael LiBassi**  
CATEGORY START UP

December Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>	72.6		\$861,679	\$263,250	327
	Oldham-Bianchi	72.4		216,096	185,250	117
	Jatoft-Foti	72.7		293,197	263,250	111
II	<b>Simon Arias</b>	73.9		186,189	182,000	102
III	<b>Theodore Pappas</b>	77.4		156,722	131,100	120
V	<b>Imran Satti</b>	72.4		122,834	82,350	149
VIII	<b>Jeffery Thiel</b>	75.4		66,061	63,375	104
Start Up	<b>Michael LiBassi</b>	78.3		37,320	34,700	108

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>	72.6		\$8,345,603	\$3,159,000	264
	Oldham-Bianchi	72.4		2,493,217	2,223,000	112
	Jatoft-Foti	72.7		3,150,740	3,159,000	100
Start Up	<b>Jeremy Welch</b>	88		153,536	88,900	173
	T J Powers	80		254,396	199,400	128

Rookie SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

## State General Agents Net ALP



**Steve Friedlander**  
CATEGORY I



**Simon Arias**  
CATEGORY II



**Josh Chalom**  
CATEGORY III



**Rick Altig**  
CATEGORY IV



**Ilija Orlovic**  
CATEGORY IV



**Rob Hay**  
CATEGORY IV



**Imran Satti**  
CATEGORY V

December Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>	72.6		\$1,434,849	\$585,000	245
	Jatoft-Foti	72.7		879,999	585,000	150
	Oldham-Bianchi	72.4		459,155	411,675	112
II	<b>Simon Arias</b>	73.9		411,070	303,350	136
	Fred Hadayia	72.3		287,911	281,675	102
III	<b>Josh Chalom</b>	74.2		270,841	260,000	104
	Theodore Pappas	77.4		238,997	238,350	100
IV	<b>Altig-Orlovic-Hay</b>	71.3		106,934	32,500	329
	Joe Manone	78.0		202,338	195,000	104
V	<b>Imran Satti</b>	72.4		195,576	173,350	113

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>	72.6		\$12,478,419	\$7,020,000	178
	Jatoft-Foti	72.7		10,038,775	7,020,000	143
	Surace-Smith	71.9		7,524,863	6,500,100	116
II	Oldham-Bianchi	72.4		5,406,132	4,940,100	109
	Altig-Orlovic	73.1		21,318,223	21,320,100	100
	<b>Williams-Zophin</b>	68.0		3,985,293	3,640,200	109
	Eric Giglione	69.8		3,689,148	3,640,200	101
IV	<b>Joe Manone</b>	78.0		2,307,006	2,306,000	100
V	<b>Imran Satti</b>	72.4		2,217,125	2,080,200	107
Start Up	<b>Jeremy Welch</b>	88		244,241	162,800	150
	T J Powers	80		391,085	310,300	126

# Public Relations



**1. Chuck Hill**  
CATEGORY I  
Lodi, CA



**2. Malka Arony**  
CATEGORY I  
Phoenix, AZ



**1. Robin Andrade**  
CATEGORY II  
Malden, MA



**2. George Farenthold**  
CATEGORY II  
Aurora, NY



**1. Katherine Kidder**  
CATEGORY III  
Pittsburgh, PA



**2. William Verbeten**  
CATEGORY III  
Milwaukee, WI



**1. Paul Winslow**  
CATEGORY IV  
St. Louis, MO



**2. Ken Altizer**  
CATEGORY IV  
Mt. Nebo, WV



**Hether Adams**  
Houston, TX



**Judy Spade**  
Liberty Center, OH



**Jay Bentley**  
Waco, TX

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2009 Hire Date

ICEBREAKER: Reps with 2010 Hire Date

## December Production

Category	Rank	Name	Production in Cards	SGA/Director
I	1.	<b>Chuck Hill</b>	<b>6,601</b>	<b>Northern California/Debbie Enstedt</b>
	2.	<b>Malka Arony</b>	<b>5,582</b>	<b>Arizona/Rachelle Valdez</b>
	3.	Susan Gilbert	3,715	Chicago/Laurie Onasch
	4.	Mark Gagliardi	3,701	Northern California/Debbie Enstedt
	5.	Viki Farr	3,671	Michigan/Tim Farr
II	1.	<b>Robin Andrade</b>	<b>4,244</b>	<b>Massachusetts/Laurie Onasch</b>
	2.	<b>George Farenthold</b>	<b>1,693</b>	<b>New York State/Tim Farr</b>
	3.	Erica Dalager	1,432	Minnesota/Laurie Onasch
	4.	Hether Adams	1,239	Houston/Susan Fuldauer
	5.	Jessica Ingerick	1,049	District of Columbia/Laurie Onasch
III	1.	<b>Katherine Kidder</b>	<b>3,355</b>	<b>Pennsylvania/Tim Farr</b>
	2.	<b>William Verbeten</b>	<b>2,463</b>	<b>Wisconsin/Laurie Onasch</b>
	3.	David Blaisdell	2,049	Tennessee/Patti Morgan
	4.	C J Briggie	1,769	Arizona/Rachelle Valdez
	5.	Ini Augustineakpin	1,275	Minnesota/Laurie Onasch
IV	1.	<b>Paul Winslow</b>	<b>2,897</b>	<b>St. Louis/Patti Morgan</b>
	2.	<b>Ken Altizer</b>	<b>2,289</b>	<b>West Virginia/Susan Fuldauer</b>
	3.	Kate Langthorn	1,825	Hawaii/Rachelle Valdez
	4.	Diane Caballero	1,742	Oklahoma/Susan Fuldauer
	5.	Tim O'Connor	1,407	Oklahoma/Susan Fuldauer
Rookie	1.	<b>Hether Adams</b>	<b>1,239</b>	<b>Houston/Susan Fuldauer</b>
IceBreaker	1.	<b>Judy Spade</b>	<b>2,094</b>	<b>Ohio/Tim Farr</b>
Manager	1.	<b>Jay Bentley</b>	<b>2,611</b>	<b>Susan Fuldauer</b>
	2.	Chuck Hill	2,202	Debbie Enstedt
	3.	Sheila Morris	1,733	Rachelle Valdez

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

## YTD Production

I	*1.	<b>Malka Arony</b>	<b>39,937</b>	<b>Arizona/Rachelle Valdez</b>
	*2.	<b>Chuck Hill</b>	<b>33,538</b>	<b>Northern California/Debbie Enstedt</b>
	3.	Brenda Di Somma	24,079	New Jersey/Susan Fuldauer
	4.	Rona Pileggi Spano	21,966	Chicago/Laurie Onasch
	5.	Mark Gagliardi	21,927	Northern California/Debbie Enstedt
II	*1.	<b>Robin Andrade</b>	<b>26,876</b>	<b>Massachusetts/Laurie Onasch</b>
	*2.	<b>George Farenthold</b>	<b>15,800</b>	<b>New York State/Tim Farr</b>
	3.	Erica Dalager	14,433	Minnesota/Laurie Onasch
	4.	J T Tasker	12,708	New York State/Tim Farr
	5.	Brett Hulme	9,972	Georgia/Patti Morgan
III	*1.	<b>Mario Soljan</b>	<b>20,926</b>	<b>Steve Friedlander</b>
	*2.	<b>Katherine Kidder</b>	<b>17,254</b>	<b>Pennsylvania/Tim Farr</b>
	3.	David Blaisdell	15,469	Tennessee/Patti Morgan
	4.	Michelle Baxter	14,591	Indiana/Susan Fuldauer
	5.	C J Briggie	12,243	Arizona/Rachelle Valdez
IV	*1.	<b>Ken Altizer</b>	<b>22,706</b>	<b>West Virginia/Susan Fuldauer</b>
	*2.	<b>Darrell Dorey</b>	<b>18,980</b>	<b>Maritimes/Debbie Enstedt</b>
	3.	Paul Winslow	16,496	St. Louis/Patti Morgan
	4.	Lori Vaughn	12,866	Oregon/Laurie Onasch
	5.	Diane Caballero	11,179	Oklahoma/Susan Fuldauer

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

# Perspective



**Scott Smith**

*Executive Vice President  
& Chief Marketing Officer*

## Make Room for the New!

The stage is set.

The 2010 record has been wiped clean. Your 2011 goals are in place. Your plan for success is in front of you, and you have already begun implementation. You must be committed to the highest levels of activity. You can't be weighed down by negative distractions.

In place of those unwanted distractions, I encourage you to make room for the new; the positive. I've got three tips for you to think, say, and do that won't cost you a penny. I'm sure that in addition to providing internal motivation for you, they will brighten the days of those around you.

### THINK

Be grateful. There is so much for which we can be grateful. There is too much taken for granted, so we sometimes let our perceptions of what is wrong dominate our thoughts of the day. The seeds of discontent cannot take root in a grateful heart. Put another way: Grateful people are positive people. Fill your thoughts with so much good that there's no room for anything else.

### SAY

Sing praise. This is the outward way that gratitude manifests itself. Allow the words about what is good to be heard by those around you. Those who sing the praise of what is good are always positive. Positive people are successful people.

### DO

Give. You know, as in "donate." Everyone has something material to give, whether it's unneeded clothing, old cell phones, food, or money. We need to give every bit as much as people on the other end need to receive. It's good for the soul. Cleaning out the old makes way for the new, literally and figuratively, materially and spiritually. Being sensitive and compassionate to the needs of others is a two-way street. The Dalai Lama said it best: "If you want others to be happy, practice compassion. If you want to be happy, practice compassion."

When you genuinely and consistently express gratitude, sing praise, and give to others, you make an impact on those around you. But in the end, the most significant impact you make will be upon yourself.

In the end, the biggest giver becomes the biggest receiver.

# *Material Girls (and boys) Wanna Rock*

*in the  
Madonna Lobby!*



**2012 Convention**  
Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx)

**May 22 - 25**

# Leadership Bonus

## Total: \$700,348.57

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$40,103	Brett Gryska	\$2,890	Richard Lepis	\$1,231	Andres Sylva	\$755
Ernesto Magat	31,411	Sara Welch	2,811	Adam Zlupko	1,195	Michael Stearns	738
Norman Sellen	27,379	Jonathan Emura	2,751	Mack Doby	1,170	Elias Hazen	737
Taina Lameko	26,239	Garret Kun	2,714	Daniel Toshner	1,163	Lucan Schmidt	732
Simon Rolland	22,936	Robert Dunn	2,705	Tim Schroeder	1,131	Tracy Haden	725
Bobby Gujral	18,566	Eric LaBossiere	2,658	Kevin Davis	1,114	Poasi Maafu	716
Stephen Hill	18,220	Christopher Jordan	2,634	Afuiva Vaai	1,098	Gregory Henderson	712
Serah James	15,824	David Wang	2,614	Christopher Freter	1,077	Filipo Havili	708
William Smith	12,244	Daven Hermosura	2,585	Penitala Kolose	1,068	Pamela Furuya	672
Kraig Jilge	11,592	Christine Morrow	2,503	Maureen Brunet-Forchilli	1,028	Arnold Pacleb	672
Stephen Jubrey	9,480	Roger Fung	2,500	Matthew Turnquist	1,025	Travis Picklesimer	663
Casey Kunash	9,293	Juan Cardona	2,417	Matthew Ficara	1,016	Daniel Umbertone	661
Justin Adams	9,133	Francis Ifopo	2,288	Harvey Dixon	995	Darren Miller	653
Ofa Tupouniua	8,533	Ariana Jones	2,256	Sebastian Kazek	994	Kiet Truong	634
Byron Paz	8,342	Ronald Trombetta	2,237	Loushon Barrett	992	Christian Fahey	621
Jason Bratin	8,125	William Rappe	2,225	Kevin Ishikane	991	Daniel McQuoid	618
Doreen Ryan-Foti	7,747	Andrea Nichols	2,219	Joshua Olin	978	Brandon Cooley	618
Raymond Risucci	7,152	Norman Candelore	2,205	Peter Chung	972	Amber Heary	618
Karen Gagarin	7,003	Brian Allt	2,185	Michael Clemente	958	Peter Santora	603
Harmandus Buckle	6,996	John Setu	2,141	Joshua Goodman	957	Natalie Soboleva	602
Patrick Bendure	6,724	Jarred Sykes	2,127	Caleb Douce	956	Erik Graham	599
Samuel Cohen	6,537	Corey Neff	2,088	Michael Williams	932	Brian Culp	595
Karen McQuoid	6,485	Troy Plummer	2,047	Paul Samra	929	Leslie Ellis	594
Hal Herman	6,327	Danielle Jankowski	2,023	Linda Jackson	923	Kamila Rosinska	584
Daniel Orr	6,306	David Ackerman	2,008	Ashlynn Orng	920	Manuel Chavez	579
Gil Legarte	6,301	Ryan Neel	2,006	Jeremie Dupuis	914	Nicholas Walsh	571
Kristy Nguyen	6,072	Mark Glazer	1,919	Michael Matteo	913	Roger Weisman	571
Levar Morgan	5,634	Alvin Hagens	1,917	Timothy Matteson	913	Steven Cox	569
Heather Rowell	5,628	Mark Corkrean	1,906	Alan Weissen	910	Holly Cook	567
Victor Vicario	5,609	Sosefo Petelo	1,815	James Cunningham	905	Ashley Kellett	566
Siupeli Tuitupou	5,439	Zachary Hart	1,789	Jamison Weatherspoon	900	Pamela Shafer	560
Haoyu Xu	5,408	Dorian Oldham	1,728	Ryan Vopat	899	Mitch Duplantis	557
Mapa Vaki	5,341	Ryan Bisanz	1,717	Kalle Convery	891	Sale Papu	555
Darron Hacker	5,208	Sione Aholoka	1,715	Timothy Velky	886	Wayne Blumling	549
Matthew Parks	4,918	Steven King	1,642	Tian Luo	884	George Lahamedjian	549
Sione Kanongataa	4,803	Kenneth Greer	1,611	Maria Lealaialoto	881	Tevita Liutai	546
Talanoa Takeifanga	4,747	Allen Nelson	1,609	Alexandra Graham	877	Ronnell Burns	540
Lucky Faaitiiti	4,742	Kellen Cuttance	1,605	Scini Mafi	876	Ashley Jones	538
James Allen	4,615	Jessica Wilhite	1,601	Samantha Chui	871	Sanele Lafaele	535
Javier Sandoval	4,518	Alex Hernandez	1,599	Preston Turner	861	Sita Pereira	532
Richard Barbour	4,422	Henry Ingraham	1,587	Thomas Watkins	855	Kenard Pinkston	531
Kathryn Chaisson	4,090	Sharif Grays	1,560	Rita Haidinger	846	Michael Laramie	528
Carlo Bonifazi	4,084	Andrew Aaron	1,549	Rika Ikeda	837	David Moir	512
Loretta Ekeroma	3,839	Rita Charles	1,494	Hyungjun Kae	835	Ricardo Grandt	512
Kilisimasi Sega	3,788	Harjeet Rana	1,479	Marcus Howard	823	Dennis Titcombe	509
David Iriye	3,644	Andrew Haskins	1,478	Tiffany Rovinski	814	Brian Schreiter	503
Thomas Vena	3,518	Michael Romeo	1,442	Cherie Adams	813	Zbigniew Stankiewicz	501
Christopher Chovanec	3,426	Preeti Sahgal	1,441	Evan Wicklund	799	Raymond Hatten	497
Derek Wiens	3,297	John McGrath	1,435	Brian Welsh	780	Gregory VanSuch	492
Robert Kanaan	3,288	Lee Jeffers	1,399	Barry Dillah	779	Bryon Welch	490
Syed Quadri	3,249	Matthew Byrnes	1,360	William Parmeter	776	Dustin Dunlap	478
Marisa Willgruber	3,115	Ronald Starr	1,289	Alon Fischer	763	Michael Vasu	475
Theresa Setefano	2,951	Steven Rotherforth	1,266	Daniel Walton	757	Dmitriy Kagan	474
Maria Greene	2,950	Ala Awad	1,241	Nicholas Engrav	756	Colleen Devine	467

# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Marisa Rodney	\$465	Jonathan Maust	\$382	Kenneth Chagnard	\$296	Luan Hajnaj	\$248
Mark Beckford	464	Curt Snow	381	Tina Phongsavath	292	Luciana Mosca	247
Jason Adamo	457	Richard Correa	377	Scott Smith	290	Lesina Ah Sue	242
Clarence Boykins	457	Scott Hanna	375	Michael Mandella	285	Thomas Reagan	237
Katie Massart	452	Atta Saleh	362	Christine Moulton	282	Leane Nguyen	231
Alba Wandurraga	445	Henry Gogolin	356	George Baumberger	281	Jessica Santamarina	227
Benjamin Omega	442	Mathew Mealey	353	Delores Jett-Melton	279	Jamison Weatherspoon	224
Kyle Klipp	439	Felix Berger	348	Adam Huck	278	Matthew DeCola	224
Javier Esquivel	438	Wes Elder	348	Charles Mickens	277	Jeremiah Arellano	222
Jeff Lamar	435	Breanna Newkirk	344	Harry Kochi	273	Amanda Beyersdorff	219
Rodney Mori	433	Angel Arista	341	Humberto Quintero	272	Duane Robertson	219
Cecilia Asopardo	429	James Palmes	333	Daniel Bauer	269	Denise Kendall	216
Cara DeFiore	428	Corey Bryant	320	John Windham	269	Patricia Lee	213
Blake Higuchi	423	Michael McIntosh	317	Jonte Wilson	266	Emil Mohareb	212
Roger Neal	417	Jessica Spring	313	Patrick Robitaille	265	Daniel Valenzuela	212
Justin Smith	415	Evan Holzhauer	310	William Caraway	265	Ricky Rice	211
Richard Waite	412	James May	310	Reynolds Akuamoaa	263	Scott Davison	208
Alberto Alcalá	402	Richard Johnson	310	Aaron Singer	261	Josh Wheeler	204
Gary Lee	398	Matthew Raney	308	John Keiderling	260	David Rockway	202
Wendell Waters	398	Andrew Bishop	306	Souleymane Bah	260	Thomas Baeurich	201
Mark Danner	397	John Collins	305	Kenneth Schram	255	Marco Aguilar	201
Luay Ghawi	389	Joseph Geer	303	Christian Jurado	252		
Kevin Holtz	386	Rory Crockford	301	Tapau Upu	250		
Anaise Moonia	385	Landre Clark	297	Rachel Bryson	249		

# Reinstatement Bonus

**Total: \$38,174.56**

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,161	James Larkin	\$528	Robert Kanaan	\$334	Gary Paluzzi	\$258
Nabil Spahi	2,185	Karen Barbour	513	Fantasy Jenkins	329	Anthony Manzella	239
Lance Martin	1,503	Andrew Roza	502	Brenton Betts	309	Ashken Dangleben	234
Scott Patterson	1,298	Heidy Morataya	500	Max Quasem	302	Richard Correa	230
Lisa Sanders	984	Peter Kaplanis	491	Yeni Losano	290	Bradley Weigand	228
Nicole Bailey	887	Patrick Parisi	480	Sonia Marin	289	Lorena Barriere	227
Richard Walus	873	Angel Arista	431	David Higa	288	Duane Robertson	221
Daniel Potilechio	775	Charles Russell	412	Ronald Rennich	284	Troy Plummer	213
Frank Jendusa	772	Caleb Douce	374	Breanna Newkirk	277	May Desrochers	209
Steven Lucero	714	Glyn Hurst	372	Ronald Rivera	273	Samson Adelufosi	208
Chibruetze Chikere	696	Jacqueline Kabluyen-Mitchell	371	Jay Meyer	267	Dawn Selden	202
Kevin Rendon	671	Lily Tchen	364	Phillip Rigoli	265	Olga Tsymbal	202
Ronald Friedlander	583	Frank Kolligian	361	Jose Lomeli	260		
Diana McNair	571	Rosemary Fleming	360	Jose Lopes	260		
Arthur Westergren	557	Amber Garcia	344	Nanette Clay	260		

# World's Greatest Bonus

## Total: \$1,678,721.40

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Amir Sedaghat	\$24,803	Jesse Remby	\$3,388	Clarence Boykins	\$2,623	Daniel Hanson	\$2,159
Ofa Tupouniua	20,077	Bruce Tan	3,378	Katie Massart	2,609	Tyler Stewart	2,150
Gil Legarte	14,106	Jodi Bohdal	3,377	Brian Welsh	2,602	Jiunn Tan	2,147
Viet Chung	12,659	Randolph Souliers	3,376	Gabriel Manzo	2,600	Ilaisaane Palu	2,146
Terrence Asuncion	12,079	Marion Magat	3,376	Matthew Girard	2,600	Bradley Kampmeier	2,134
Dustin Dunbar	11,375	Tyler Zemenchik	3,303	Nau Tapui	2,592	Randy Lee	2,132
Christian Napiza	9,641	Michal Majewski	3,300	David Borghi	2,587	Jennifer Holliday	2,128
Ryan Kendl	9,208	Filipo Havili	3,262	Erin Moyer	2,579	Ricardo Quick	2,126
Roghie Hassan Loo	8,594	Brock Lampee	3,229	Kevin Appasamy	2,566	Daniel Potilechio	2,097
Maria Rocha	8,552	Kevin Ishikane	3,211	Mark Neilson	2,550	Dawn Selden	2,091
Kristy Nguyen	8,543	Heather Hewitt	3,199	Souleymane Bah	2,548	Ross Ewen	2,085
Jordan Bane	7,924	Samantha Chui	3,155	Jose Harb	2,529	Peter Hudousek	2,081
Joseph Cornaggia	7,329	Iiona Patterson	3,140	Odilia Goulart	2,517	Travis Picklesimer	2,052
Steven Stensrud	7,238	Ronald Rennich	3,137	Maria Duarte	2,517	Luisa Samisoni	2,045
Amy Shui	7,157	Ronald Rivera	3,127	Scott Davis	2,509	Jennifer Wehrle	2,045
Enrico Paredes	6,755	Dennis Munro	3,113	Joey Kennedy	2,504	Lee van Delft	2,045
Andrew Bayang	6,542	Orett Nelson	3,101	Derron Alexander	2,480	Helen Taylor	2,040
Rebecca Najlis	6,407	Amandeep Gill	3,075	Kayla Chavez	2,473	Nelson Paguay	2,037
Darrell Sarmiento	6,086	Richard Luzaich	3,046	Lamine Diakhate	2,471	Rachel Bryson	2,026
James Keefer	5,926	Luciana Mosca	3,035	Joseph Geer	2,471	John Tippett	2,025
Jovani Chappel	5,776	Sefesi Tupou	3,027	Lawrence Hauck	2,462	Leaaefonua Tualau	2,025
Cecilia Asopardo	5,470	Joey Sales	2,983	Robert Ulreich	2,453	Thomas Yarbrough	2,025
Vatapuia Vavau	5,429	Marko Jankovic	2,951	Al-Karim Walji	2,447	Daniel Bernard	2,023
Evan Wicklund	5,402	Jacqueline McHugh	2,904	Jesse Wise	2,445	Hank Gordon	2,022
Lily Tchen	5,230	Elias Hazen	2,897	William Parmeter	2,425	Avram Pinto	2,010
Shahnaz Toloui	4,915	Ha Nguyen	2,894	Agatha Safford	2,424	Elaine Kulawiak	2,009
Erez Shabtay	4,884	Earl Gibson	2,881	John Cochrane	2,421	Marvin Chalwe	2,007
Daniel McQuoid	4,596	Stanley Smith	2,881	Joy Horcajo	2,407	Elyse Koven	2,005
Johanna Bilbes	4,581	Justin Germany	2,865	Djenabou Diallo	2,402	Maria Diringier	2,003
Bruce Viaje	4,549	Chad Panzer	2,855	Iva Mariner	2,390	Sally Wilson	1,989
Stacie La	4,373	David Ramirez	2,847	Sammy Dominguez	2,384	Nylene Florendo	1,985
Kristy Doan	4,296	Kien Doan	2,836	Tone Munro	2,379	Matthew Cosic	1,983
Herivelto Pereira	4,290	Michael van Delft	2,830	Connie Reichard	2,370	Florist Vaki	1,978
Huia Stone	4,140	Fritznel Octave	2,829	Jullyna Doan	2,367	Frank Cousins	1,974
Ron Pavon	4,128	Ivana Ofakineiafu	2,815	Sarai Iosefa	2,365	Christina Black	1,971
Fetongi Finau	4,114	Jun Ma	2,813	Graeme Orr	2,355	Lineti Kanongataa	1,962
Manarii Gauthier	4,101	Bridgette Scrivani	2,789	John Stankoski	2,349	Michael Schumacher	1,960
Maijargal Sukbaatar	3,979	Douglas Zigby	2,787	Rodney Mori	2,347	Ana Tagiloa	1,958
Wendy Ornelas	3,967	Mark Akler	2,779	Cherie Adams	2,345	David Fung	1,954
Lesina Ah Sue	3,852	Sebastian Kazek	2,749	Osaiaisi Vaka	2,345	Violetta Goldman	1,943
Ryan O'Malley	3,843	Michael Benney	2,747	Jesse Atatai	2,334	Mark Bleier	1,941
Alomkone Soundara	3,791	Brent Penno	2,745	Natalie Soboleva	2,328	Rachel Lanham	1,937
Ali Zaidi	3,768	Doris Aguilar	2,739	Matthew Diulus	2,318	Humberto Quintero	1,924
Aaron Parks	3,764	Amanda Beyersdorff	2,730	Feaomoeako Takeifanga	2,307	Samson Adelufosi	1,920
Max Quasem	3,764	Jaime Rozotto	2,724	Timothy Matteson	2,299	Liridon Pervizi	1,915
Bryant Hendley	3,728	Feleti Lavulavu	2,714	Melissa Lusk	2,279	Robert Wilhelm	1,912
Mario Andres Chavez	3,715	Kelly McDonald	2,710	Jason South	2,271	Rovie Vanhtha	1,910
Christine Weatherspoon	3,652	Omarh Torio	2,708	Scott Hanna	2,251	Melissa Acosta	1,899
Laie Kaufusi	3,609	Tibor Simon	2,700	Amy Buskas	2,242	Samvel Tigranyan	1,897
Lasalosi Vea	3,576	Talanoa Takeifanga	2,664	Kevin Orcutt	2,239	Rob Speers	1,894
Newman Hoverd	3,564	Linda Jackson	2,662	Alafou Tupuola	2,226	Maria D Ramirez	1,891
Keinanga Tupouniua	3,561	Jeremie Dupuis	2,638	Willie Hayden	2,210	Peer Shmelzer-Moratin	1,889
Karen Barbour	3,544	Scott Remyey	2,633	David Faraway	2,208	Lodean Glenn	1,888
Matt Flores	3,535	Jared Cleckner	2,625	Penitani Faletau	2,170	James Hendon	1,882



# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Nicholas Walsh	\$1,877	Siupeli Tuitupou	\$1,614	Richard Carter	\$1,402	Karen Sessing	\$1,223
Greg Schoenbacher	1,854	Daniel Posner	1,610	Ana Havea	1,398	David Guzman	1,223
Peter Kaplanis	1,847	Donna Tremaine	1,610	Liliya Hrabar	1,392	Antonio Monica	1,223
Chauncey Moore	1,846	Toaluaotulafale Pasa	1,608	Stephen Archer	1,386	Kelly Haynes	1,223
Dominique Bertoncini	1,842	Daniel Armstrong	1,596	Val Aiono	1,385	Heather Beals	1,222
Jorell Washington	1,841	Michael Clemente	1,591	Benjamin Ainscough	1,384	Donald Wold	1,220
Sione Aholoka	1,841	Patrick Stenglein	1,590	Oscar Ortiz	1,384	Charles Perkins	1,218
Tevita Luani	1,840	Mele Fohe	1,588	Joshua Champneys	1,378	Christopher Fernan	1,216
Jami McKenna	1,839	Tyler McBride	1,588	Edward Atkinson	1,369	Rajeev Arora	1,216
Mapa Vaki	1,835	Yadollah Pourjalali	1,583	Rebecca McCloud	1,369	Latutama Lavulo	1,200
Tiffani Tavormina	1,815	Kenneth Greer	1,579	Earnest Pittman	1,366	Kevin Galloway	1,200
Kyle Johnson	1,797	Mary Ann Gaelic	1,577	David Livingston	1,360	Anna-Marie Grimstead	1,200
Poasi Maafu	1,797	Stephon Harris	1,575	Lori Dacyk	1,358	Atimata Latu	1,199
Nicholas Lorence	1,796	Sarai Castanon	1,575	Tivona Whiting	1,357	Lillian Sanguellini	1,199
Sale Papu	1,791	Waiel Yagham	1,570	Lillian Mariso	1,356	Joseph Zernell	1,197
Jonathan Davis	1,787	Sosefo Petelo	1,561	Lisa Richardson	1,355	Bianca Williams	1,197
Paulo Tatuila	1,782	Dustin Dunlap	1,560	Florencio Rivera	1,355	Stephanie Kies	1,195
Katelyn Snyder	1,782	Dulce Jimenez	1,560	Hector DelToro	1,351	Kristi Vang	1,192
Borenga Taeka	1,776	Vakhtang Nazaryan	1,554	Brock Bode	1,349	Chris Coulter	1,191
Todd O'Neill	1,774	Toni Curlin	1,554	Salvatore D'Alessandro	1,340	Jenny McCauley	1,190
Tiffany Shim	1,759	Joseph Babineau	1,552	Amanda Scheidt	1,335	Matthew Long	1,189
Wang Huang	1,744	Corey Bryant	1,543	Robert Larkrith	1,329	William Thompson	1,188
Aniva Epati	1,742	Anaise Moonia	1,539	Alexandra Graham	1,328	Tammera Simeona	1,187
Alfred Taren	1,741	Dustin Surace	1,538	Raphael Bouchereau	1,327	Diedre Sandbrook	1,184
Emily Wilson	1,733	Brandi Hershey	1,531	Corinne Wint	1,327	Neal Poepeo	1,180
Harold Cantillo	1,716	Sione Lolohea	1,530	Marc Salvaggi	1,322	Debra Hunter	1,179
JoAnne Marks	1,714	Gregory VanSuch	1,529	Michael McIntosh	1,321	Sarai Juarez	1,178
Sione Fifita	1,714	Jeffory Churchfield	1,525	Alberto Alcala	1,317	Derrick Coates	1,177
April Rhodes-Colts	1,710	Gary Mora	1,518	Marie Sio	1,314	Desiree Guajardo	1,177
Israel Wizenfeld	1,700	Trudy Sakaguchi	1,516	Nicholas Moore	1,311	Pita Pelenato	1,174
Alex Gonzales	1,697	Ed Olfert	1,510	Corwyn Boykins	1,308	Brian Mitchell	1,171
Johanna Handa	1,691	Jacklyn Tweeten	1,505	Senelinah Talamaiavao	1,303	Deborah Parnell	1,171
Shanda Cline	1,687	Peter Lundy	1,502	Zachary Richardson	1,300	Kelly Bunyard	1,171
Reade Hogan	1,687	John Passi	1,495	David Jackson	1,297	Brandon Owens	1,170
Yvonne Zarathustra	1,677	Jessica Santamarina	1,494	Iran Zaranda	1,295	Pieri Delaivalu	1,169
Felicia Price	1,675	Mercedes Ayala	1,494	German Viviano	1,294	Edward Benes	1,165
Anita Ferris	1,673	George Angulo	1,492	Daniel Toshner	1,292	Thristan Cooke	1,160
Andrew Helgeson	1,671	David Rockway	1,490	Lusi Faaiuas	1,291	Matt Moore	1,157
Patrick Parisi	1,671	Bryon Welch	1,489	Paramjit Sangha	1,290	Ala Awad	1,155
Betty Hewlett	1,670	Ben Halali	1,483	Gabriel Feldmann	1,285	Melody Harrison	1,154
Siosiana Tupoutakolo	1,666	Salesi Hafoka	1,482	Katie Shugert	1,284	Gretchen Crady	1,152
David Bacon	1,666	Matthew Wilford	1,480	Sao Fuaivaa	1,282	Karon Jones	1,151
Alon Fischer	1,666	Erik Boyd	1,466	Kesia Tautaiolefua	1,282	Myndi Geissendoerfer	1,141
Atta Saleh	1,664	Ieremia Tapumanaia	1,462	Olukushe Mason	1,277	Sione Latu	1,140
John Martin	1,661	Shaun Black	1,451	Lafi Papalii	1,276	Jacqueline Kabluyen-Mitchell	1,135
Rebecca Birdwell	1,659	Anthony Tomihama	1,447	Brant Donaldson	1,274	Theresa Bellajaro	1,132
Lawrence Smith	1,659	Beverly Smith	1,445	Wendell Waters	1,268	Denise Kendall	1,131
Olivia Tupou	1,658	Ryan Saridakis	1,445	Harry Kochi	1,262	Gauula Loto	1,129
Minh Phung	1,656	Felix Domingo	1,443	Sione Moala	1,259	Erik Morgan	1,129
John Young	1,649	Zachary Santino	1,429	Michael Williams	1,259	Scott Patterson	1,127
Erna Gasanin	1,635	Man Hui	1,426	Asenaca Chute	1,257	Ofa Latu	1,126
Leah Bos	1,632	Isabel Pareira	1,416	Timothy Cruise	1,246	Michael Marion	1,120
Lila Madrigal	1,628	Barbara Stillwell	1,415	Adam Huck	1,245	Bonnie Williams	1,117
Timote Manako	1,628	Steve Marker	1,414	Hehenga Tupouniua	1,241	Scott Kosovan	1,116
Leslie Ellis	1,627	Matthew Barrion	1,413	Farhod Shamsiyev	1,237	Stephanie Novel	1,116
Chantal Levy	1,626	David Saez	1,413	Daniel Taurisani	1,236	Byron Fuller	1,115
Kouassi Appiah	1,624	Michael Lindsey	1,412	Deonna Fields	1,235	Herman Loto	1,111
Akbar Hosseini	1,622	Robert Simmen	1,412	Amelia Tukunga	1,234	Richard Johnson	1,111
Baylee Burrowes	1,622	Lopiani Papau	1,411	Victoria Watkins	1,228	Rashaan Elam	1,109
Joshua Goodman	1,619	Ryan Leong	1,408	Desjane Smith	1,226	Olga Tsymbal	1,108

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Charles Belt	\$1,107	Tapau Upu	\$1,017	Steven Bammert	\$929	Angeles Ordas	\$821
Tokilupe Mausia	1,106	William Galvez	1,017	Jian Wang	928	Craig Baxter	820
Jason Lassic	1,100	Sione Latuhoi	1,016	Khurram Chohan	926	Nicole Johnson	818
Tautiaga Pio	1,100	Isaac Soussana	1,012	Lucan Schmidt	920	James Carr	817
Jesse Smith	1,098	Mycal Jones	1,010	Seande Vinson	919	Andrell Smith	816
Kyle Wrobel	1,098	John Holstein	1,009	Raquel Baldwin	915	Michael Baguez	816
Michael Matteo	1,097	Laaina Havea	1,007	Patrick Auger	913	Matthew Furay	814
Siddhartha Sharma	1,096	Antonio Bond	1,007	Anthony Balloutine	912	Andrew Jaycox	812
Charles McMain	1,094	Joseph Sweeney	1,005	Lissania Nibotgil	911	Eleanor Ifopo	808
Viliamu Pula	1,094	Katie Strong	1,004	Angelika Vassilieva	910	Kalolaine Fameitau	807
David Falcucci	1,086	Natalie Wagner	1,002	Dione Simms	910	Loralee Vasquez	806
Ruben Soberanes	1,084	Talaleilei Tanielu	1,002	Eugene Kashkin	908	David Cook	805
Chin Long	1,084	Henry Ingraham	1,001	Pamela Furuya	898	Richard Davis	804
Andrew Aaron	1,084	Keni Patterson	1,000	Gary Smith	898	Earnest Loveless	804
Marvin Hester	1,079	Daniel Smith	998	Phillip Jenkins	897	Joseph McCracken	803
Kenneth Potvin	1,077	Marshall Miller	997	Katherine Quiri	896	Dawn LeBlanc	799
Lydia Lozano	1,077	Christopher Weglarz	995	Brooke Whitesell	896	Dustin Kiss	799
Joaquin Santos	1,074	Jennifer Leighton	994	Raymond Lalonde-Facette	895	Brian Blair	799
Falesu Jeremia	1,074	Kevin Haines	994	Elisapeta Moala	891	Caitlin Gray	797
Krista Thieme	1,073	Uatesoni Tuatonga	993	Kalle Convery	888	Christian Johnson	797
Joseph Maggio	1,073	Nicoles Crenshaw-Canales	993	Ane Tuitavuki	886	Shahab Mahdavinejad	797
Beth Silvers	1,071	Michael Woo	991	Mark Melkus	885	Nicholas Borgerding	797
Tracy Walker	1,071	Sammar Miquel	990	Gary Lee	885	Mary Meadows	792
Timothy Randle	1,070	Alan Rosen	990	Ryan Jordan	882	John Bacaron	791
Bradley Powell	1,070	Sharille Buoy	988	Jeremy Jarvis	880	Marium Sherzai	790
Albie Udom	1,067	Ryan Reausaw	981	David Solomonov	871	Vishwanath Sankaran	790
Jeff Spanaus	1,065	Steven Haberman	977	Richard Callaghan	870	Justin Manners	789
Akenese Ati	1,063	Iryna Sushkova	976	Bryan Czajkowski	870	Jennifer Gray	788
Monica L. Smith	1,061	George Pacunayen	971	Jason Watson	868	Reynolds Akuamoia	787
Avshalom Wolfshout	1,060	Sean Lacroix	970	Lavon Boyd	865	Aiman Mousa	786
Justin Maselli	1,059	Tina Phongsavath	969	Jonathan Maust	864	Alice Price	784
Shirlene Benton	1,058	Mark Danner	968	Alexander Dorey	860	Hugh Bryan	782
Allan Munro	1,048	Kyle Marshall	967	Zbigniew Stankiewicz	856	Nicholas Frankovich	779
Tevita Liutai	1,047	Darrell Asbell	965	Aloisia Paongo	854	Thomas Harris	779
Kathryn Tracy	1,046	A Trice Berkley	964	Kelvin Ashmead	852	Tauataina Samisoni	778
Gail Arundale	1,045	Luan Hajnaj	963	Samy Jacques	852	Jarvis Lawson	774
Kanyarat Crosbie	1,045	Leigh Crainshaw	960	Virginia Fallon	852	Sandra Linse	774
Rachel Lewis	1,045	Oscar Flores-Najarro	959	William Page	851	Cameron MacCall	773
Brent Lake	1,044	Steven Edgell	958	Cumhur Gulel	848	Miranda Mortensen	773
Tyler Hagy	1,044	Johnathan Rekieta	955	Jeffrey Shute	847	Michael Awada	772
Ronni Asoau	1,041	Kenard Pinkston	952	Shenise Rawlings	846	Patrick Bush	772
Paavo Cymanow	1,040	Daniel Johnson	951	Debbie Ezernack	846	Rena Aubie	771
Georginna Thornhill	1,040	John Rankin	951	Benjamin Kingsbury	845	Richard Nicholson	770
Enisila Lotaki	1,039	Gregory Hayman	951	Lesina Turua	842	Bradley Ward	768
Edward Wilson	1,037	Larry Finch	950	Moli Taufouu	841	Seiuli Saolotoga	768
Mitch Duplantis	1,035	James Eberle	950	Peng Zhou	839	Carleus Johnson	767
Dewey Lewis	1,035	Ana Graff	949	Gordon Mayfield	839	Clovis Chan	767
Aldelfa Parinas	1,035	Chen Mordechai	943	Kalina Filimoeatu	838	Fhoko Manu	766
Julie Arahamian	1,035	Simon Jean-Alcime	942	Ashley Cesta	837	Brian Morse	765
Jennifer Maki	1,034	Philip Gniazdoski	942	Jason Duty	834	Josephine Brown	765
Vosailangi Sikalu	1,031	Alexander Smith	941	Cindy Brown	833	Fatafehi Funaki	764
Breanna Newkirk	1,031	Cordell Key	939	Michael Busher	830	Robert Grossman	763
Chad Hatfield	1,029	Susana Latu	938	Bryan Peters	828	James Zurlinden	760
Paul Milheron	1,028	Robert Vincent	938	Sean McArdle	827	Paul Nobbe	759
Katherine Georgiou	1,028	Peter H Taylor	937	Ryan Kissling	827	Abdilmajid Ibrahim	757
Tommie Powell	1,023	Robert Drescher	937	Mataele Tava	827	Steven King	757
Ryan Fickert	1,022	Craig Steeves	936	Rebecca Dumczyk	824	Christopher Testa	755
Roger Weisman	1,020	Tyler Stansell	936	Blake Higuchi	823	Viliami Sanft	754
Joseph Kuzmanko	1,019	Tupou Veikoso	934	Jay Minke	822	Jennifer Escobedo	751
Amelia Kaufusi	1,019	Lisitina Teutau	931	William Peterson	821	Chenyn Allen	750

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Duane Robertson	\$750	Rita Charles	\$675	Vincent Stevenson	\$603	Rafael Quevedez	\$535
Maria Alcon	749	Bret Green	669	Beth Snow	600	Troy Plummer	535
Matthew McBride	748	Phillip Rigoli	667	Bridget Smith	600	Gilbert Padilla	533
Marcus Maddox	747	Manusiu Kei	667	Heiko Schuster	599	Brandon Wheeler	533
Erik Geer	746	Sharif Grays	665	Brody Baxter	598	Jessie Marshall	533
Sangmi Choe	746	Joanna Nice	665	Richard Nypower	597	Colleen Devine	532
Linda Flournoy	744	Wanda Scott-Harris	661	Kevin Brooks	595	Anthony Mele	531
William Heath	744	Jinayla Sexton	661	Raul Colters	592	Stephen Shaw	531
Deborah Garrett	744	Steven Lucero	659	George Noujaim	589	Huihann Wee	531
Tanya Charbonneau	744	Jodianna Pousini	657	Todd Engelson	588	William Riddle	531
Carmelo DeCicco	741	Arash Nazhand	656	Joshua Olin	587	Gurpreet Chahal	529
Denice Copp	741	Charles Lantz	655	Kevin Murray	584	Carl Hampton	529
Adam Koroll	740	Tien Nguyen	655	Thomas Cowan	582	Jose Rocha	528
Natasha Levandowski	739	Ryan Smith	654	Edward Corbett	582	Mele Toutai	528
Drew Stimmel	736	Darius Lewis	654	Joshua McCloskey	582	Jalaine Binas	527
Kelly Finnen	736	Nathan Leininger	653	Joshua Fiehrer	581	Thomas Tulowiecki	526
Wesley Carlson	735	Glenn Wilson	649	Penny Reineck	579	Paula Vea	525
Samuel Parent	734	Joshua Phipps	648	William Bryant	577	Darcy Schrieber	524
Antonina Carter	729	Erin Stiles	648	Pedro Iwen	576	Anthony Cruz	524
Kiria Ridgeland	727	Angela Matthews	645	Bradley Gray	576	Robert Biser	524
Dustin Edgell	725	Timothy Nolan	644	Cade Carter	575	Solange Riva	523
Pelagio Silva	722	Kenneth Wagner	640	Mickenzie Linse	573	Mitchell Tempo	522
Christine Augustus	722	Patrick Robitaille	639	Doris Garrett	573	James Smolen	521
Robert Shepard	722	Sandra Abel	637	Willie Harlan	572	Brenda Gurule	519
Rosemary Afoa	720	Andrew Bishop	636	Markena Ward	572	Jessica Lewis	519
Michael Hobrock	720	David Hutchinson	635	Mariann Cameron	570	Kone Abdoulaye	519
Andrew Barnett	719	Brian Kuznesoff	634	Kevin Blankenship	569	Melissa Alves	517
Deborah Johnson	716	Jack Lind	632	Benjamin Omega	569	Kelly Ryan	517
Nathan Taylor	715	Deborah Agrifoglio	632	Steven Truver	568	Jose Rubio	515
Jaqueline Bacalso	715	Kirk Waters	632	Christopher Amos	567	Melissa Schroeder	514
Dustin Klingebiel	713	Kamaya Miller	630	Carl Carlberg	566	James Buller	514
Nasr Quadri	712	Creston Randalls	629	Darryl McDonald	563	Paul Snyder	512
Lester Evans	710	Steven Rotherforth	628	Monte Henson	562	Victor Rodos	510
Rika Ikeda	710	Karla Fabiani	627	Jose Flores	561	Jeremiah Arellano	510
Prasad Oduri	706	Mallory Hasemann	626	Merrick Nelson	559	Jeffery Coghlan	509
Lilliann Scott	705	Tomas Mederos	625	Alexander Daskalakis	558	Stephanie Solusod	508
Jorge Guerra	705	Alpha Robinson	625	Adam McDonough	557	Andrew Dailey	505
Ruth Charlesworth	704	Brian Jerome	625	Walaah Wahba	556	Danny Horton	503
Ana Cobo	702	Nelson Alves	623	Fatongia Mafi	555	Dennis Titcombe	503
Ryan Greene	701	Elizabeth Lo	621	Andrei Ramaniuk	553	Helen Povey	502
Joshua Lenix	697	Jared Durham	617	John Pickhardt	550	Andrea Barenholtz	501
Vasa Tovio	697	Ema Noavea	617	Bernard Oliphant	550	Steven Airey	499
Andrew Axsom	694	Marcus Krieg	615	Jeffrey Solla	549	Dillon Jones	498
Larry Mills	693	Catherine Minor	615	Christian Jurado	546	London Burnett	497
Matthew Conrad	693	John Setu	614	Angela Terry	546	Tasha Tucker	497
Darrell Jones	693	Scott Davison	614	Jeremy Brill	543	Rahmica Torregano	496
Frederick Hyde	689	Vimal Gounder	614	Eriteta Tauraoi	543	Heath Sagon	496
Jay Newsome	689	Rocco Zagari	613	Tremain Harawira	542	Richard Lyddon	496
William Charnow	687	Rupinder Toor	611	Eric Peyton	542	Byron Paz	495
Epenisa Taufu	687	Iasoni Palemene	610	Russell Morris	541	Arlando Williams	493
Liliia Nakonechna	686	Ashley Jones	610	Robert Martinez	540	Tina Manase	492
Jim Berry	686	Chris Lussier	609	Melissa Wartman	540	Manuel Gonzales	492
Justin Granstaff	684	Paul Worbyryan	609	Donovan Dunn	540	Russell Meredith	492
Meghal Shah	683	Kimberly Hayes	609	Malia Nuku	539	Cynthia Wilhelmi	492
Mele Pailalatu	682	Eryn Kahler	608	Nate Waldmiller	539	Carly Ferraro	491
James Gower	682	David Allen	605	Edward Niedermeyer	538	Marco Aguilar	491
Theresa Veikoso	678	Ralph Rolo	605	Christopher Newman	538	Christopher Anene	490
Benjamin Mancillas	678	Justin Toland	604	Daniel Mastropolo	537	Kirk Kennedy	490
Mark DeFrancisco	677	Jonathan Santiago	604	Zenobia Macarthy-Harris	537	Tammy Owens	489
Daymond Gaiter	676	Patrick Taylor	603	Benjamin Eggen	536	Drew Steinhorst	489

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
William Myatt	\$488	Brente Bishop	\$442	Juliann Bliefnick	\$396	Derek Nagy	\$348
Donald Grant	488	Marvin Weatherall	439	David Beard	396	Nathan Champneys	347
Selena Alvarez	488	Chena Blair	438	Marc Frederick	395	Vienna Liaina	343
Crystal Reeves	487	Barry Tauscher	438	Pafuti Toleafoa	394	Kathryn Parker	343
Erika Avitia	486	Erianna Preston	438	Ralene Mercer	394	Shannon Eberle	343
Devin Dingey	484	Caitlin Shrift	438	Tumema Tupou	393	Jacqueline Reim	341
Benjamin Van Fossen	484	Christopher Hintz	437	Thomas McElwee	393	Joseph Castine	340
Joshua Merson	483	Maria Esposito	437	Bernardo Lopez	393	Andre Hawthorne	339
Janice Dixon	483	Victoria Clark	436	Ihipera Grant	393	Sabine Regan-Pinkerton	339
Mele Alosio	483	Robert Reagan	436	Joseph Baham	392	Jonathon Medrano	339
Patricia Longenecker	483	Brenda Leos	436	Stephanie Latsch	391	Preeti Sahgal	338
Magda Figueiredo	482	Leon Beverly	435	Mariflor Domingo	389	Karen Raiten	338
Aaron Courseault	478	Johnathan O'Grady	433	Zindy Luu	389	Jimmy Perez	337
Javier Esquivel	478	Joshua Fosnight	433	Pelenatete Lamsam	389	Marino Baca	337
Rimlesh Kumar	476	Erik Hulick	433	Christopher Grunditz	388	Danny Granillo	336
Kevin Holtz	476	Arthur Porter	432	Jonathan Torres	387	Matthew Isom	335
Susan Bergh	476	Diane Carrion	432	Nicholas Ohlroggen	385	Dante Ewing	334
Timothy Clark	475	Artem Luzyanin	432	Herman Fennell	385	Brendan Croft	334
Lasirena Stanley	474	Kristen Duncan	430	William Bair	384	Michael McJunkins	333
Peter Kwiatkowski	472	Moua Yang	429	Eddie Arredondo	382	Alejandro Soto	332
Kymerly Goodson-Parker	471	Brenden Chun	428	Andrew Schmitt	380	Yecenia Castaneda	332
Sacideh Nessar Ali	471	Janice Horslin	427	Keith Jackson	378	Joshua Williams	332
Jinzhou Zhao	471	Helen Dellavalle	426	Khara Wescott	378	Mateialona Fosita	329
Lisa Wood	470	Robert Merritt	423	Thomas Watkins	376	Emil Mohareb	329
Jack Wang	469	Claudia Jenkins	423	Rickie Sasser	376	James Leretsis	328
Brenton Betts	468	Ellahé Vaziri	422	Candice Rezzo	376	Dominic Park	326
Michelle Espinal	468	Larry Chick	422	Kyle Gliosca	375	Eric Boss	326
Beau Springer	468	Rachael Mears	421	Sisavai Talataina	375	Geraldine Crawford-Karaka	326
Barbara Geier	467	David Steinhoff	421	Lynn Doolittle	375	Carmen Kowerchuk	325
Steven Cox	467	Shannon Oba	419	Christopher Madsen	374	Barbara Corigliano	324
Dmitriy Kagan	466	Syed Quadri	418	Steven Sparkes	374	Adrian Benjamin	324
Troy Hulse	466	David Gombkoto	418	Mike Hudnall	373	Tyler Murray	323
Malcolm Lind	466	Luis Bagundo	417	Megan Mangold	371	Robert Black	323
Konnor Wyly	465	Christine Curran	417	Jean Reese	367	Sandra Gardea	322
Brittany Jakobson	463	Barbara Roberts	413	Amber Heary	366	Faletui Mapusua	322
Bryan Larch	462	Salote Sanalio	413	Michael Phillips	366	Bernat Szilagyi	319
Brandon Summerton	461	Afaese Manoa	413	Dennis O'Neill	366	Julie Wells	319
David Thornton	461	Fatima Moe	412	George Girgis	365	Kayla McClenthen	319
Audric Madera	460	Juan Sosa	411	Kathryn Cole	365	Maile Mosaati	318
Charles Holgate	459	Jessica Garces	410	Robert Drake	364	Ryan Bishop	318
Ira Elliott	459	Lou Utumapu	409	Dale Meyer	364	Renaldo Taylor	316
Dwight Gradolph	459	Conor O'Malley	409	Christopher Tise	364	Timothy Armour	316
Lleison Martinez	458	Desi Coffman	408	Zac Dajos	364	Josh Lucchesi	316
Theodore Greer	457	Amelia Zeiger	407	Jenna Timmerman	361	Robert J Dunn	315
Robert Nolan	457	Feroz Rahman	407	Nadezhda Vitchev	359	Milei Katoa	314
Kimberly Riley	457	Maritza Soto	406	Joel Creachbaum	358	George Upu	313
Jamie Solis	457	Cynthia Faser	406	Debra Moore	358	Carmen Maier	312
Masheila Cinco	457	Ashley McMurtry	405	David Brightwell	357	Ronald Harris	312
Kelvin Chu	457	Lisa Prater	405	Cynthia Tucker-Johnson	356	Sandra J Johnson	311
Steven Bast	456	Denis Pavlov	405	Steve Brown	355	Jay Meyer	310
Lidia Meglei	456	Clayton Herron	403	Jim Hernandez	354	Elizabeth VanDugteren	310
Juan Cordova	453	David Moir	403	Carmela Pellen	354	Mark Graham	309
Jude Bordeaux	453	Jonte Wilson	403	George Polette	353	Txawjchad Lee	309
Jean Leasi	452	Kathryn Chaisson	402	Jeremy Engrav	353	Josh Olson	309
Aldrian Carroll	451	Blair Anderson	401	Dean Lowens	353	Thomas Hug	308
Alan Laabs	451	Marin Pasalich	401	Brian Sundberg	352	Peter Terrell	307
Richard Rood	449	Michael Perkins	400	Brent Arbour	352	Erin Thompson	307
John Kewish	447	Teodor Bahchevanov	398	Carl Dianas	351	Sonia Quinonez	307
Tracy Speed-Brown	445	Bobbi Wiatr	397	Michelle Bigliatto	351	Christian Fahey	306
Lorna Jemal	443	John Purdy	397	Jennifer Jacobs	350	Daniel Pinschmidt	305

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Cara DeFiore	\$305	Bobby Szwaja	\$273	Dean Marshall	\$245	Shane Eaton	\$217
Michelle Rebernik	305	Ana Makoni	273	Emily Youngpeter	245	Johnny Williams	216
David Garbarskiy	305	Shelby Poston	272	Marvin Blanchard	245	Patrick Donovan	215
Rita Faletolu	305	Michael Johansen	272	Gary Calley	243	Thomas Bonner	215
Dwayne Hargrove	304	Kenneth Chagnard	271	Rasool Mutawakkil	243	Arnold Iacoviello	215
Anne Powihongi	303	Jeffrey Stevens	270	Aaron Garcia	243	Angela Price	215
Royland Walker	303	Quinn Hernandez	270	Fili Moeakiola	242	Gladstone Wilson	214
Ainsworth Ramkhelawan	303	David Gazave	270	Randall Cook	241	Peter Santora	214
Michael Hochgreve	302	Heather Enochs	268	Thomas Craig	241	Chris Crites	212
Thomas Ashbrook	301	Maria Matautia	268	Ruth Unger	240	Tracy Haden	212
John Ophals	301	Henry Gnov	268	Vanessa LaRose	240	David Sena	211
Tyler B Green	301	Petilisa Metui	268	Nadine McSorley	240	Craig Friestad	210
Mark Kukielski	301	Mary Weaver	267	Cameron Severns	239	George Rosicky	209
Ainsley Maragh	301	Ereeka Fabros	266	Luay Ghawi	238	Joseph Martin	209
Rosemary Fleming	300	Jong Song	266	Daniel Pilarowski	238	Matthew Ficarra	209
Christopher Keller	299	Lauren Coyne	264	Lisa Thaves	238	Jarrold Turner	209
Chelsea Scott	299	Tim Smith	264	Charity Maggard	238	Chance Clauss	208
Jake Yagjian	298	Nicholas Collins	263	Aaron Singer	237	Sean Woods	208
Scott Kim	297	Dennis Billec	263	Tatjana Tikhonov	237	William Holensak	208
Jamie Shoemake	297	Richard Dixon	263	Ruth Alefaio	237	Robert Cordes	208
Cecil Johnson	297	Stacy Roszak	262	Kenneth Schram	236	Richard Bowling	207
Melissa Wilson	296	Patricia Pousini	262	Joseph Sukkin	236	Mario McCoy	207
Richard Cleveland	296	Ofa Pistor	261	Deanna Navarro	235	Gregory McMeckan	207
April Thompson	294	Keith Thomas	261	Timothy O'Connor	233	Kody Kramme	204
Donald Hudson	294	Curt Snow	261	Frank Kyvernitis	233	Peter Bosserman	204
Amanda Cook	294	Crystal Bhola	261	Asofitu Taupo	233	Angela Donoghue	203
Craig Handa	294	Ksun Joseph	260	Jeffery Kitsis	233	Cynthia Wilwayco	203
Dephne Esmond	292	Robert Wyatt	260	Phillip Davis	233	Chris Bettencourt	203
Noah Bork	291	Matthew Cartwright	259	Darrell Johnson	232	Stephen Cartwright	203
Walter Powell	289	Robert Werth	259	Russell Marek	232	Jeanine Duson	203
Amr Shater	289	Brian Balfour	258	Garik Petrosyan	231	Tian Luo	202
Bruce Colwell	289	Frederic Levasseurs	258	Tanai Nanai	231	Gagandeep Klair	202
Brenda Howell	288	Rolando Garcia	257	Joseph Rabaglia	230	Justin Adams	202
David Nham	288	Jeffrey Ostlund	256	Seth Holmberg	229	Eric Powell	202
Shawn Benson	286	Michael Sanders	256	Nina Doliman	229	Carmela-Adryann Valerio	201
Penitala Kolose	285	Brian Culp	255	Clinton Fabian	229	Rodney Ward	200
Delores Jett-Melton	284	James May	254	Heidi Regel	229		
Kris Wong	283	Michael L. Clarke	253	Rob Hay	228		
Savanah Ekman	281	Louise Ahlam	252	Scott Barrett	228		
Jason Miller	281	May Desrochers	252	Dennis Love	227		
Sebrena Cohen	280	Brian Watkins	252	Bradley Sweeney	227		
Joshua Nilsen	280	Rosita Ekeroma	252	Travis Strother	227		
Eugene Ruckle	280	Stanley Wesselhoft	252	Gary Prokop	226		
Ewa Marinaccio	279	William Fontaine	251	Jonathan Woelfle	226		
Ted Bonebrake	279	Nanette Clay	251	Seiana Johnson	226		
Carmen Buffin	278	Gordon Biggums	251	Jenny Patterson	226		
Bronta Chapman	278	Taafili Teleiai	251	Anna Chalikyan	225		
David Hendrix	278	Reshmee White	250	Ahkeecia Payne	224		
Anita Telea	278	Kehaunani Aviles	249	Carisssa Hanson	224		
Billy Wilder	277	Kenji Leonard	248	John Padula	224		
Jesse Martin	277	Anthony Theriault	248	John Cypriano	224		
Mark Glazer	276	Derrick Mullen	247	Leslie Salazar	223		
Bryce Pollock	276	Meggan Davenport	246	Mary Wozny	222		
Bernice Graim	275	Steve Kurlinski	246	Chad Drummond	222		
David Rodriguez	275	Glenn Mitchell	246	Trisha Van Hill	222		
Anna Linx	275	Jeffrey Dieter	246	Mark Gorman	222		
David Elliott	275	Brittani Mandly	246	Thomas Parker	222		
Jeremiah Lens	275	Wade Mathern	246	Rodney Taylor	218		
Candice Carstarphen	274	Evelyn Ofong	246	Matthew Anderson	217		
Erick Delgado	274	Catlin Morin	246	Tina Charest	217		